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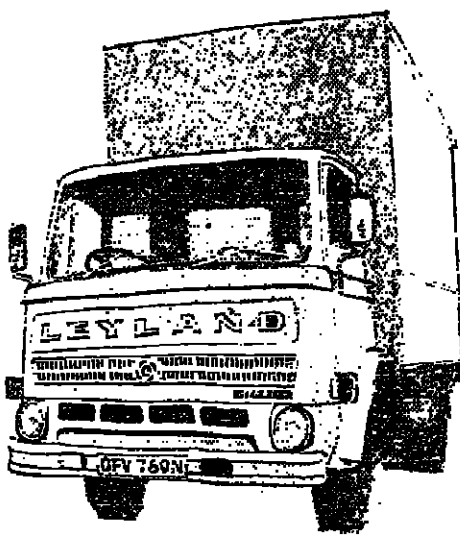
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**FG:** the practical delivery truck. A reliable engine that's a miser on fuel. The best all-round value.



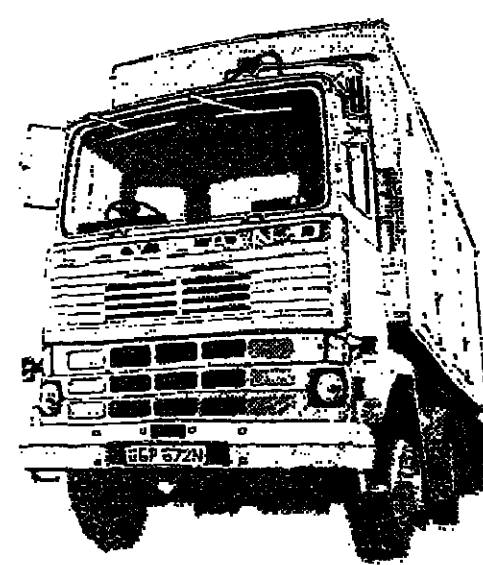
**Terrier:** the High Street trader's truck. Greatest capacity and payload, plus an engine that's proved itself 100,000 times over.



**Clydesdale:** the biggest-selling truck in its class. Built to unmatched specifications, it is the premium 16-tonner.



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**Marathon:** one for Europe. The 38-tonner with a specification superior to any truck at its weight. High-powered engine maintains high efficiency over long distances.







## Italian plea for end to political quarrels

From Peter Nichols  
Rome, Jan 8

Signor Aldo Moro, the outgoing Italian Prime Minister, today carried out the formalities of informing the presiding officers of the two Houses of Parliament that he had been forced to resign.

The collapse last night of the Government coincides with a general strike of 12 million employees of public authorities and the allegations of renewed financing by the Central Intelligence Agency (CIA) of Italian politicians.

The parties named in the reports as beneficiaries of secret American funds—the Christian Democrats, Socialists and Republicans—have all issued formal denials.

These denials appear to have done little to convince public opinion of the moral rectitude of their political masters. The Rome newspaper *Il Messaggero* talks bitterly this morning of the “Italian Vietnamization” and the Socialist ranks there are those who would certainly not place their hands on their hearts and vouch for the honesty of all the party's leading personalities.

The country's economic difficulties were in themselves enough to demand the scene. The Milan *Corriere Della Sera* calls today for an end to quarrelling and immediate application to the task of finding a government for the country, so that the governmental crisis does not become the irreversible crisis of the first republic.

There is a widespread feeling that the Socialist must be the main weight of responsibility for putting forward proposals to give the country its thirty-eighth government since the fall of Fascism as they destroyed the third government.

It would be facile to see a direct connexion between the decision of Signor Francesco de Martino, the Socialist leader, to bring down the government, and the reports of the CIA funds, despite the obvious surrounding Socialist motives. One reason for this obscurity is that Signor de Martino delivered his first, and eventually mortal blow to the Government with an attack delivered on December 31, without apparently taking many people into his confidence.

The fact that the CIA revelations coincided with the Government's fall has nevertheless aroused some sinister interpretations here. *Il Messaggero* suggests that the attempt at being made by the Americans to prepare international public opinion for “any form of intervention” in Italian affairs.

A connexion more atmospheric than direct certainly exists. Italian political affairs are passing through a confused and, in great part, a pessimistic phase. It was clear even before the June regional elections, which saw the Communists advance so strongly, that the Americans were taking a more critical look at Italian internal affairs. The Communist victory in June simply sharpened the State Department's sense of urgency.

The Socialist move in abandoning Signor Moro was made under the shadow of the Communist question.

## Portugal decides to reintroduce subsidies on food

From Our Correspondent  
Lisbon, Jan 8

The Portuguese Government promised today to reintroduce subsidies on essential foodstuffs and to hold down prices. Faced with shortages of meat and dairy products, and a developing left-wing campaign over food, it announced after an all-night Cabinet meeting that subsidies would be reintroduced on potatoes, meat, fish, eggs and fruit.

A sum of 15,000,000 escudos (€20m) has been earmarked to finance the subsidies, according to one report.

A spokesman said measures would be taken to prohibit the hoarding of food. Offenders would be punished severely. Dr Salgado Zenha, the Minister of Finance, said the situation was difficult, but the alarm being expressed was not justified.

## Paris starts to rescue its artistic past

From Our Own Correspondent  
Paris, Jan 8

The ironwork trellises and awnings which subvert the magnificent doorways to the entrances of several of the Paris Metro stations dating from the beginning of the century are to be classified for artistic protection, M Michel Guy, French Secretary for Cultural Affairs, has decided.

Another “rescue operation” to save Paris's artistic past was launched earlier this week when work began on the reconstruction on a new site of one of the iron and glass halls which before its demolition in 1969 made up Les Halles, the historic central vegetable market.

## Herr Schmidt to visit London

Herr Schmidt, the West German Chancellor, and Herr Genscher, his Foreign Minister, will visit London on February 6 and 7 at the invitation of Mr Wilson.

Herr Schmidt will be the guest of Mr Callaghan, the Foreign Secretary, on February 6 before going to Chequers next day for talks with Mr Wilson. The Chancellor will give a talk at the Foreign Affairs Club on February 6.

## OVERSEAS

## Captured South African soldier tells journalists of his unit's role in Angola civil war

From Will Ellsworth-Jones  
Luanda, Jan 8

Seven prisoners of war—three South African and four from the National Union for the Total Independence of Angola (Unita)—were produced by the Soviet-backed Popular Movement (MPLA) at a press conference today.

It was as part of a propaganda campaign in the Angolan civil war, in which both sides are hearing in mind this weekend's Organisation of African Unity (OAU) summit conference.

The prisoners were put on show by the MPLA to demonstrate that despite denials by Dr Jonas Savimbi, the Unita leader, South African and Unita troops are fighting together. The MPLA assertion was substantiated by the three young South African servicemen, although they emphasised that they never fought alongside their black allies but in separate units, “pursuing the same enemy”.

Mr João Filipe Martins, the Information Minister of the People's Republic of Angola,

## OAU told of Unita peace plan

Continued from page 1

and Principé, Congo, Mali, Mauritania, Algeria, Somalia, Togo, Madagascar, Libya, Benin (formerly Dahomey), Nigeria, Equatorial Guinea, Tanzania, Sudan, Guinea, Burundi, Ghana and Chad.

No one has recognised the government of the MPLA, although it is supported by the two other movements, the national Union for the Total Independence of Angola (Unita) and the Angolan National Liberation Front (FNLA).

A number of other states are thought to be on the brink of supporting the MPLA, notably Ethiopia, which has reserved its position until after the conference has started, and Uganda. President Amin of Uganda will be chairing the heads of state meeting.

However, although there seems to be a generalised opinion in favour of the MPLA, the moderate African states are determined to resist any blanket support for the MPLA and instead will press for a resolution calling for an end of all foreign involvement in Angola.

This group is understood to include Zaire, Kenya and a number of French-speaking West African countries. Surprisingly Zambia, which hitherto had tended to favour Unita, has indicated that it will go along with a majority OAU decision.

On one point there was unanimity among all delegates—in their condemnation of South Africa's involvement in Angola.

said: “How can African countries give their support to Unita when it is backed by South African racists... We hope that these countries do not sleep any more. They must wake up because the freedom of Africa is at stake.”

All seven prisoners were captured in the same area on Sunday on the road between Gongo and Colocoma, about 250 miles south-east of Luanda. Riksmans, Andries Hendrik Potgieter, aged 19, who gave his army number as 72270050, said: “We were expecting an attack and we were just digging in for the We had been told we would be going back to South Africa on Monday, the day after we were captured.”

Riksmans, Potgieter, who seemed best able to cope with the task of having to stand as a prisoner of war and answer questions from the press, answered most of the questions while the two other South Africans, Piet Groenewald, aged 19, and Lodewijk Kishoff, aged 18, remained relatively quiet. The rifleman had documents

which Dr. Jonas Savimbi, Unita's leader, will place before the conference. This calls for an immediate ceasefire, the establishment of a neutral peace-keeping force, a conference under OAU supervision of the three movements inside Angola, followed by the formation of a Government of national unity and free elections.

However, Unita is labouring under the strain of its South African connexion. Although Mr Savimbi emphasised that Unita had also called for South Africa's withdrawal.

On January 8, the Soviet Union denied today that its warships were off the Angolan coast. But it stopped short of saying that no Soviet military vessels were in the general area.

A Washington yesterday Defence Department spokesman said a Soviet guided missile destroyer, accompanied by an oiler, was off the coast of Guinea. He added that a Soviet tank landing ship had been lying off the Angolan coast for weeks.—UPI and Reuters.

Our Nairobi Correspondent writes: President Amin today expressed deep concern at the reported movement of Soviet ships in the area.

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## Iceland threatens to break off relations

Reykjavik, Jan 8—The Icelandic Cabinet today decided to demand a special meeting of the Atlantic Council over its deal with Britain. It also threatened to break off diplomatic relations if British warships continued their alleged ramming of Icelandic gunboats.

There have been several collisions and near-misses in the two-month dispute over Iceland's unilaterally declared fishing limit; each side has consistently accused the other of dangerous seamanship. The last incident was yesterday when the British frigate Andromeda and the Icelandic gunboat Thor collided.

A Government statement after the Cabinet meeting also said that a senior diplomat would visit all North Atlantic Treaty Organisation countries in Europe to present Iceland's case and seek support against Britain's “unlawful use of force”.

The ambassadors to the United States and Canada, and the representative to the United Nations are to be called home for briefings on the situation and the Government will ask Dr. Joseph Luns, secretary-general of NATO, to come to Reykjavik for discussions, the statement said.

Roger Bernhard writes: After analysing the collision between Andromeda and Thor, Whitehall officials have concluded that it was “a miracle” that there was not a serious loss of life.

The British fear that the presence on board the gunboats Thor and Tyr of British television crews could have led their captives to attempt to provide a “success” after 20 days with very little to show.

So far only six British trawlers have had their warps cut in the designated fishing area, the gear being lost in only two cases. This success for British naval protection is thought to have led to feelings of frustration on the Icelandic side.

It is also feared that the gunboat commanders may be affected by an Icelandic version of the Battle of Britain spirit, which has already made them local heroes. There is no doubt in British minds that, if the same sort of “foolhardy seamanship” continues, there could be lost of lives. Orders continue to be to avoid any provocative action.

Reconstructing what they regard as the most serious incident yet, officials say Thor put some 200 men ashore, 240 of them being Andromeda's crew. If Andromeda had not managed to swing its stern as it accelerated to full speed, Thor would have carved straight into its engine room and living room.

As it was, it struck the back, hitting a bollard and denting its own hull.

## US rejects criticism by Nigeria

From Our Own Correspondent  
Washington, Jan 8

The State Department reacted sharply today to attacks on United States in Nigeria. The Nigerians have released the text of a letter President Ford sent to their Head of State explaining American policy in Angola, with the object of persuading the Nigerians to withdraw their African moderates in bringing about a withdrawal of foreign forces from Angola.

The Nigerian press has called the letter “overbearing” and “patronizing” and claimed that it “insulted the intelligence of Africans and the dignity of the black man.”

The State Department spokesman said this morning that the letter merely restated the well-known American position on Angola. The attacks on American motives were unjustified. “We are particularly disturbed,” he said “by the gratuitous impugning, in highly intemperate language, of United States motivations and objectives which have never been mentioned by Nigerian representatives in private conversations between the representatives of our two countries.”

The spokesman said that the two governments had been conducting conversations for some weeks “with mutual respect, friendship and candour, and although our two governments have not been in complete accord on this subject, we consider that there has been a large area of common agreement.”

The White House said today that it had received no official word that South Africa intended to withdraw all its troops from Angola.

## Ex-dictator silent on missing archives

From Our Correspondent  
Athens, Jan 8

Demetrios Ioannidis, the jailed former dictator of Greece, and four other senior officers, appeared before the Athens court martial today to answer charges about the missing archives of the EAM-ESA wartime camp of the military police under the dictatorship.

The responsibility for the destruction of the archives, which contained the records of interrogation of regime opponents, many of whom hold today the highest political posts in the country, was raised during the recent torture trials.

The “accused” former commanders of the camp made use of documents suggesting they may still have access to the archives, or to copies of confessions and other incriminating material, which they may

want to use against the politicians.

Major Elias Nikolopoulos, one of the defendants, who took over the camp after the fall of the dictatorship, said that he had spent several days burning the archives on orders from General Ioannidis. “Many of the people on our records had then become Cabinet ministers so I asked for instructions”.

The general, who was then still at large and powerful, and Lieutenant-Colonel Michael Pilihiou, another defendant, had taken over as chief of the military police, had ordered him to burn the archives. Colonel Pilihiou was the dictator's confidant, is the officer who helped the Karamanlis Government in dismembering the Ioannidis security apparatus and asserting its full control and authority over the Army.

As the hearings opened today, the former dictator said he regarded this as a trial of political expediency and revenge and refused to participate in the proceedings or to defend himself. He dismissed his defence counsel on the spot.

For reasons of security the court martial convened in an improvised courtroom inside Korydallos prison, near Piraeus, where the main junta trials were held, so as to avoid the risk of moving the former dictator into Athens every day. He has been sentenced to life imprisonment on eight counts in two previous trials for the 1967 coup and the Polytechnic massacre.

The present trial is the first of three for the deposed dictator. In the next two trials he is to face charges relating to the torture of political prisoners at the camp while he was the chief of the military police.

# STORM DAMAGE

## A message from Guardian Royal Exchange Assurance Ltd.

In order to reassure our policyholders who, following last weekend's storms, may be confused by the insurance aspects, we wish to clarify the following points:-

1. Our home insurance contracts covering houses and/or contents, do not contain an average clause. A full indemnity is therefore paid under policies for insured losses up to the sum insured.
2. Policyholders whose loss settlements indicate a degree of under-insurance will naturally be asked to rectify the position since our home insurance contracts are issued on the basis that the insurance is for full value.
3. The majority of policyholders, insuring the contents of their home under one of our 'Blue Plan' series of contracts, are entitled to FULL REPLACEMENT VALUE of furniture, carpets and household appliances if less than five years old.
4. Damage to gates, hedges and fences by storm or flood, is not covered.
5. Any GRE policyholder who wishes to discuss his or her position will receive courteous and sympathetic attention upon contacting our branches.

**Guardian Royal Exchange Assurance**  
A word to insure with

Head Office: Royal Exchange London EC3V 3LS

# Window of the World for Supply and Demand: German Trade Fairs and Exhibitions

## German Trade Fairs and Exhibitions 1976

<p>January</p> <p>1-4. Int. Fair Home Textiles, Floor Coverings, Household Textiles, Frankfurt.</p> <p>20-25. Int. Furniture Fair, Cologne.</p> <p>22-23. BAU - Int. Exhibition Building Materials, Systems, Building Renovation, Munich.</p> <p>24. 1-12. SCOT - Int. Boat Show, Düsseldorf.</p> <p>February</p> <p>2-6. ISM - Int. Sweets and Blauquit Fair, Nürnberg.</p> <p>7-13. International Toy Fair, Nürnberg.</p> <p>12-13. OMOTECNICA - Int. Fair Household Appliances, Fittings, Components, Cologne.</p> <p>14-17. International Houseware Fair, Cologne.</p> <p>18-19. International Hardware Fair, Cologne.</p> <p>21-25. International Luthier Fair, Offenbach.</p> <p>22-28. Frankfurt International Fair.</p> <p>22-28. ISPO - Int. Sports Equipment Fair, Munich.</p> <p>27-29. Int. Men's Fashion Week, Cologne.</p> <p>28. 2-7. 3. Int. Tourism-Exchange, Berlin.</p> <p>March</p> <p>12-14. Int. Fair FOR THE CHILD, Cologne.</p> <p>12-14. IMA - Int. Handicrafts Fair, Munich.</p> <p>14-17. IBERO - Int. Fashion Fair, Düsseldorf.</p> <p>18-20. INTERMED - Int. Fair Oil Firing - Gas Firing - Heating - Air Conditioning - Environmental Engineering, Stuttgart.</p> <p>20-24. INTERNORGA - Int. Fair for the Hotel, Catering and Bakery Trades, Hamburg.</p> <p>27-28. GDS - European Footwear Exhibition, Düsseldorf.</p> <p>28. 3-4. 6. MODE-WOOL-MÜNCHEN, Munich.</p> <p>April</p> <p>7-11. Int. Fair, Frankfurt.</p> <p>9-12. IWA - Int. Fair for Hunting, Sporting Arms, Requirements for Hunting, Fishing, Hunting.</p> <p>25-29. IGEDO - Int. Fashion Fair, Düsseldorf.</p> <p>28. 4-5. EXPOCLIMA - Europe Exhibition, Refrigeration, Air-conditioning, Air-handling, Drying, Hannover.</p> <p>May</p> <p>1-4. German Aerospace Show, Hannover.</p> <p>14-19. IMA - Int. Footwear Manufacturing Fair with Leather Exhibition, Pirmasens.</p> <p>18-21. INTERSTOFF - Fair for Clothing Textiles, Frankfurt.</p> <p>18-21. FAG - Exhibition Hospital Equipment and Supplies, Nürnberg.</p> <p>21-27. DLG - International Agricultural Show, Munich.</p> <p>22-28. OPTICA - Int. Fair of Ophthalmic Optics, Karlsruhe.</p> <p>22-28. BERGHAU - Int. Mining Exhibition - IX World Mining Congress, Düsseldorf.</p> <p>June</p> <p>15-19. INTEROCEAN - Int. Conference - Exhibition Research - Technology - Economics, Düsseldorf.</p> <p>20-28. ACHEMA - Chemical Engineering Exhibition - Congress, Frankfurt.</p> <p>August</p> <p>25-29. Overseas Import Fair, Partners for Progress, Berlin.</p> <p>27-29. Int. Men's Fashion Week, Cologne.</p> <p>28. 3-4. 9. Int. Leathergoods Fair, Offenbach.</p> <p>28. 3-4. 9. Frankfurt International Fair.</p> <p>September</p> <p>10-16. PHOTOKINA - World Fair of Photography, Cologne.</p> <p>12-16. IGEDO - Int. Fashion Fair with IGEDO-DESSOUS, Düsseldorf.</p> <p>15-21. Frankfurt Boji Fair.</p> <p>18-22. INOFA - Int. Fair of the Food Industry, Munich.</p> <p>18-22. FMA - Int. Bicycle, Motor Cycle Exhibition, Cologne.</p> <p>18-23. German Industries Exhibition, Berlin.</p> <p>21-25. Exhibition - Congress Ship, Machinery, Marine Technology, Hamburg.</p> <p>25-27. GDS - European Footwear Exhibition, Düsseldorf.</p> <p>25-29. AUTOMOTECNICA - Int. Fair Equipment for Motor Car Workshops, Service Stations, Motor Car Spare Parts, Accessories, Frankfurt.</p> <p>25. 9-13. 10. INTERBOOT - Int. Boat Show, Friedrichshafen.</p> <p>26-28. SPOGA - Int. Fair Sports Goods, Camping Equipment, Garden Furniture, Cologne.</p> <p>28-28. Int. Garden Fair, Cologne.</p> <p>October</p> <p>5-7. MODE-WOOL-MÜNCHEN, Munich.</p> <p>8-10. Int. Fair FOR THE CHILD, Cologne.</p> <p>12-16. DLG - Dairy Engineering Exhibition, Frankfurt.</p> <p>14-18. Boat Show with EMTEC Trade Days, Düsseldorf.</p> <p>18-22. SECURITY - Int. Security Exhibition, Essen.</p> <p>24-28. IGEDO - Int. Fashion Fair, Düsseldorf.</p> <p>November</p> <p>3-7. Int. Fair Clothing Manufacturing Machines, Cologne.</p> <p>18-23. TAI - Transport Exhibition, Hamburg.</p> <p>18-23. Int. Fair for the Child, Cologne.</p> <p>20. 11-12. ELECTRONICA - Int. Fair for Components and Production Facilities, Munich.</p> <p>30. 11-12. THERMOPROCESS - Int. Fair - Congress for Industrial Processes, Thermo Production Processes, Düsseldorf.</p>	
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Information:  
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German Trade Fairs and Exhibitions















## An important Soviet dissident whose cause has been ignored by the world

For 27 weeks my friend Mustafa Dzhenilev, leader of the Crimean Tatars, has been on hunger-strike in a Siberian forced labour camp in Omsk. He is protesting against inhuman persecution by the KGB, who are fabricating a new case against him. On December 3 his sister described his condition as that of "a living corpse, a walking skeleton".

Mustafa refused to inform. Two days after his last interrogation he was sacked from his job. Soon he entered an agricultural college in Tashkent, but in 1965 he was accused of "taking part in unauthorized national meetings, writing a Short Historical Essay on the Turkic Culture of the Crimea from the thirteenth to the eighteenth century, and refusing to join the Communist Youth League". He was later expelled, after the police had beaten him up for making a speech to a youth group. Harassment increased, especially after he had tried to get the courts to reinstate him as a student, and then travelled to Moscow to appeal to the relevant ministry. The ministry ruled that he had indeed been illegally expelled, but as he left the building the police arrested him, held him a few days, then deported him under guard to Tashkent.

He was tried in May, 1966, on a trumped-up charge of avoiding military service, and sentenced to 1½ years in forced labour camps. At the trial he spoke of his nation's tragic fate: "As a result of the crime of 1944, I lost thousands and thousands of my brothers and sisters. And that has to be remembered! Remembered like the crematoria of Auschwitz and Dachau. Remembered so that such things are not repeated, so that the terrible Nazism and chauvinism which gave birth to these crimes are destroyed at their roots."

In the camp he was urged to renounce his views, was put in the punishment cells, and provoked into a hunger-strike. On his release the harassment continued. He could not find work and was again refused reinstatement as a student. Mustafa's earliest memories are of a small settlement in the deserts of Uzbekistan. To stray beyond the last hovel meant to be shot on the spot, for a child. At school the teachers sang the praises of Soviet rule, and asserted at the same time that the Tatars had been bandits for centuries, had betrayed the motherland to the Germans, and had been justly punished: for this by deportation. His family was poor, and Mustafa started work very young. But all his spare time he spent in the library, searching for the truth about his people among all the falsified texts. This put him in touch with other like-minded youngsters, and soon they formed a Crimean Tatar Youth League. The league's aim was to convince the Tatars of the need to

launch a militant campaign for the right to return home. Mustafa insisted from the start that the campaign should be based on the broad principles of the Universal Declaration of Human Rights. As a 16-year-old youth he already understood that freedom is indivisible.

In 1962 the KGB broke up the league by arresting four of its members and subjecting their protesting comrades to a mixture of threats and inducements to turn informers. Mustafa refused to inform.

Two days after his last interrogation he was sacked from his job. Soon he entered an agricultural college in Tashkent, but in 1965 he was accused of "taking part in unauthorized national meetings, writing a Short Historical Essay on the Turkic Culture of the Crimea from the thirteenth to the eighteenth century, and refusing to join the Communist Youth League". He was later expelled, after the police had beaten him up for making a speech to a youth group. Harassment increased, especially after he had tried to get the courts to reinstate him as a student, and then travelled to Moscow to appeal to the relevant ministry. The ministry ruled that he had indeed been illegally expelled, but as he left the building the police arrested him, held him a few days, then deported him under guard to Tashkent.

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Mustafa Dzhenilev, leader of the Tatars.

Now Dzhenilev was elected as one of the permanent representatives of the Crimean Tatars, whose job it was (and is) to press the authorities continuously to allow the Tatars to return home from their exile. In May, 1968, he was due to participate in a demonstration in Moscow by several thousand Tatars on the twenty-fourth anniversary of the deportation. The day before, however, the police rounded up most of the demonstrators, including Mustafa, and sent them back to Central Asia under armed guard.

At this time Dzhenilev got to know many of the leading figures in the Soviet human rights movement, people like

Pyotr Grigorenko, Leonid Plyushch and Alexei Kosterin. As a believer in the indivisibility of freedom, he immediately sympathized with their aims. It was in large part thanks to his efforts that misunderstandings were ironed out between the Moscow democrats and the leaders of various national movements in the USSR. Quite logically, therefore, he became one of the 15 founder-members, in 1969, of the Initiative Group for the Defence of Human Rights in the USSR.

During this period Mustafa signed open letters and appeals, and denounced the occupation of Czechoslovakia. So when his new arrest came in September, 1969, it provoked widespread

protests. But he was sentenced none the less to three years' forced labour. At his trial he declined to appoint a defence counsel on the ground that the few available independent barristers would be severely persecuted for their efforts on his behalf, while the police-approved ones would simply do what the KGB ordered. Instead, Dzhenilev himself demonstrated the groundlessness of the charges of "deliberate anti-Soviet slander". He also compelled the court to admit that the prosecutor had participated in punitive police actions against the Tatars. This fact made his prosecution illegal. He also caught the judge red-handed receiving notes which instructed him how to conduct the case.

On his release in 1972, Mustafa's health had been severely undermined by three years' imprisonment and associated hunger-strikes. But the police at once resumed their persecution, subjecting him several times to preventive detention. In June, 1974, they arrested him yet again. A wave of protests and appeals came from the Tatars and his friends in Moscow. Some were addressed to the Soviet authorities, others to the UN and international human rights bodies. But they did not avert a new sentence of one year. Since no one was informed about when or where the trial would take place, and as it was conducted in camera, little is known about the proceedings. But it soon leaked out that Mustafa had declared a new hunger-strike and that a prison in Central Asia had refused to accept him in a highly emaciated condition, for fear that he might die there.

On June 21, 1975, Dzhenilev's third sentence was due to end. On June 19 new charges of "deliberate anti-Soviet slander" were preferred against him. He went on hunger strike.

The new charges were no surprise. In January, I had heard from Mustafa's fellow-inmates that a new case was being concocted. And in May I had received a document, signed by one of them, which described the circumstances. The camp authorities were trying to recruit false witnesses from among the prisoners, using threats and blackmail.

Using these materials, I appealed to the camp authorities to put a stop to such illegalities. At first they appeared to do so. But soon came the new charges. A group of friends, including Dr. Sakharov and myself, promptly sent a telegram to the head of the KGB, Yuri Andropov. When we got no reply, we organized a press-conference in Moscow last July, at which Mustafa's mother and sister were present. Copies of all the documents, including protests signed by a number of democratically minded people, were given to the press. No stories appeared.

Now, once again, in Omsk, Mustafa is deploying his only weapon. His friends, including myself, have urged him to end his present, most terrible hunger-strike. Recently he replied: "I refuse to do so, but not because of any childish heroics. The fact is that I began the strike not only as a protest, but also to defend myself against false witnesses. You can see for yourselves they've got nothing to charge me with. So if I hadn't gone on hunger strike, they'd have thrust on me two or three 'cell-mates', who would now be 'testifying' against me." The point here is that Soviet law requires hunger-striking to be kept in solitary confinement.

Because Mustafa is not a Jew, but a Crimean Tatar, will he continue to receive no help from the outside world? Perhaps those governments, groups and individuals who support the Palestinians could give a lead. After all, the Crimean Tatars have been dispossessed of their homeland for a few years longer than the Palestinians. To the Arabs, moreover, they are fellow-Muslims who have repeatedly appealed for support to their Islamic brethren.

Who, in short, will save my friend?

Andrei Grigorenko

Mr. Grigorenko is an engineer and the son of General Pyotr Grigorenko, a leading Soviet dissident and champion of the exiled Crimean Tatars. Andrei Grigorenko was closely involved in the human rights activity of his father and friends until his recent emigration. At present he is living in Munich.

## Blow for fish and chips

Potato prices have caught up with instant mash, so that the price of Cadbury's Smash is rising by about 11p in the £. Dornay Foods, which produces the rival Yeoman and Wonder-mash, says it has no plans to raise prices. Its last rise was in October, 1975.

Cadbury Typhoo says the rise on Smash was entirely the result of the increased cost of potatoes. Findus says the same about its frozen chips, which rose at the end of December from a recommended shop price of 24p for 12oz to 25p. "It is likely that we shall have to raise the price again in the near future", the company says.

Findus also raised prices of several varieties of frozen fish in December, so that the recommended price of 10 cod fishfingers rose from 34p to 36p. Supermarkets in the Fine Fare group will sell some this weekend at 25p for 10.

Early January is always a dismal time for buying food since shops take some time to replace stocks after Christmas and the best home-grown produce is way out of season. This is the time of year when green-grocers have more than their usual proportion of bedraggled, wilting vegetables and when butchers and fishmongers often have less choice than usual in their shops.

Fishermen like a long holiday, so the amount of fresh fish reaching the shops is cut. Birds Eye has tried to take advantage of that by cutting the prices of some of its cheaper frozen fish. It claims that the cuts will make some of their products cheaper than the equivalents sold by fishmongers.

It is hard to compare prices in shops since fishmongers sell by the lb and Birds Eye sells in packets containing 12oz and 14oz. By knocking 3p off a plastic bag containing 14oz of cod steaks, Birds Eye has brought the price down to 56p,

or 64p a lb. By taking 2p off a 7oz pack of cod steaks, the firm brings the price down to 30p, or about 70p a lb. That is a very high price for a fishmonger to charge for a pound of cod steaks.

One alternative to fresh sea fish lies in farmed freshwater varieties. Trout are quite common at 72p to 78p a lb, and a few fishmongers and supermarkets have salmon at £1.60 to £2.00 a lb for whole fish and slightly more for portions. A small piece of frozen Scotch salmon for one person costs between 40p and 50p.

Frozen poultry remains quite cheap for those who can face it so soon after Christmas. There are plenty of chickens from 27p a lb and rather fewer turkeys from about 33p a lb. If a whole turkey seems daunting, there are breast portions that cost between 40p and 55p for enough to feed two people.

All forecasters say that meat prices will rise this year because there will be fewer animals than before. Cadbury's has become the first company to produce a tinned soya product directly competitive with meat, and it should be in some shops in the south of England. The product is a chunky, priced at 30p a tin cost slightly less than two thirds of the price of a respectable tin of tinned steak from a company like Walls.

The mince variety, which is slightly cheaper, bears a remarkable resemblance to mince meat. Cadbury's soya mince is, of course, made entirely from imported soya beans. The sauce, alas, bears little resemblance to sauces that accompany minced meat. It is thick, slightly pink, rich and seems to rely very much on the food processor's traditional standby, sugar.

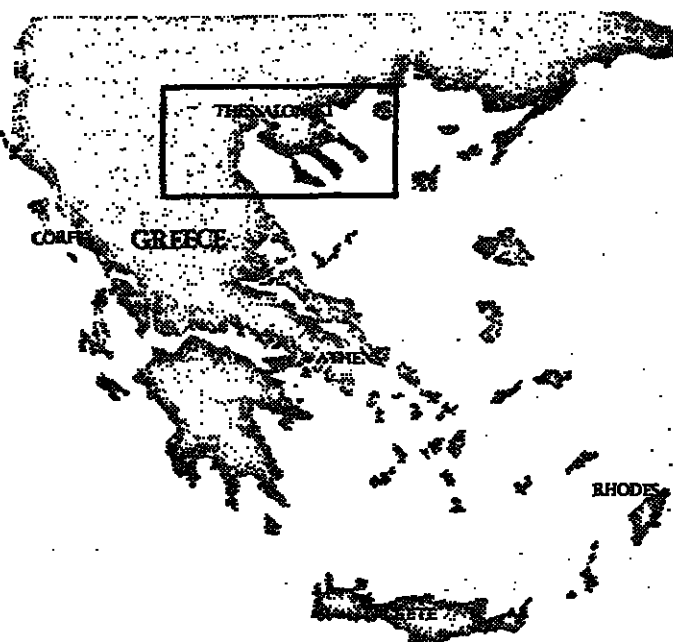
The limitations of soya as a substitute for meat are shown by the fact that Cadbury's have tried to make chunks in beef fat which accounts for 6 per cent of the weight of the product. The product will not do for vegetarians, therefore. The market is not vegetarians, the company says. "It's not p.e. groups of any kind."

Hugh Clifton

Mary Hamer and Harriet Crawford, authors of an article "Where the older women loose out when it comes to work", published on this page last Friday, January 2, have asked us to point out that the material for the article was drawn from the conclusions of a workshop on the career prospects of mature graduates, held at Lichfield College. The interview put forward were not the in-depth report, but were drawn from the workshop.

# This city and its peninsula are of such beauty, it is worthy to carry the name of my wife, Thessaloniki.

Cassander 'King of the Macedonians' 316 BC.



Philippi, the charming fishing port of Kavalla, and lush green Thassos, an island beautiful beyond description.

To the west you will find heady Mount Olympus, the Gods' seat in the sky, Kastoria, with its 18th century mansions clinging to the edge of a mountain lake, and the famed mosaics of Pella, the archeological site that was once the birthplace of Alexander the Great.

The most renowned warrior in the history of Greece, Alexander brought power to Macedonia, and achieved near-divine status as he multiplied the Grecian world four-fold.

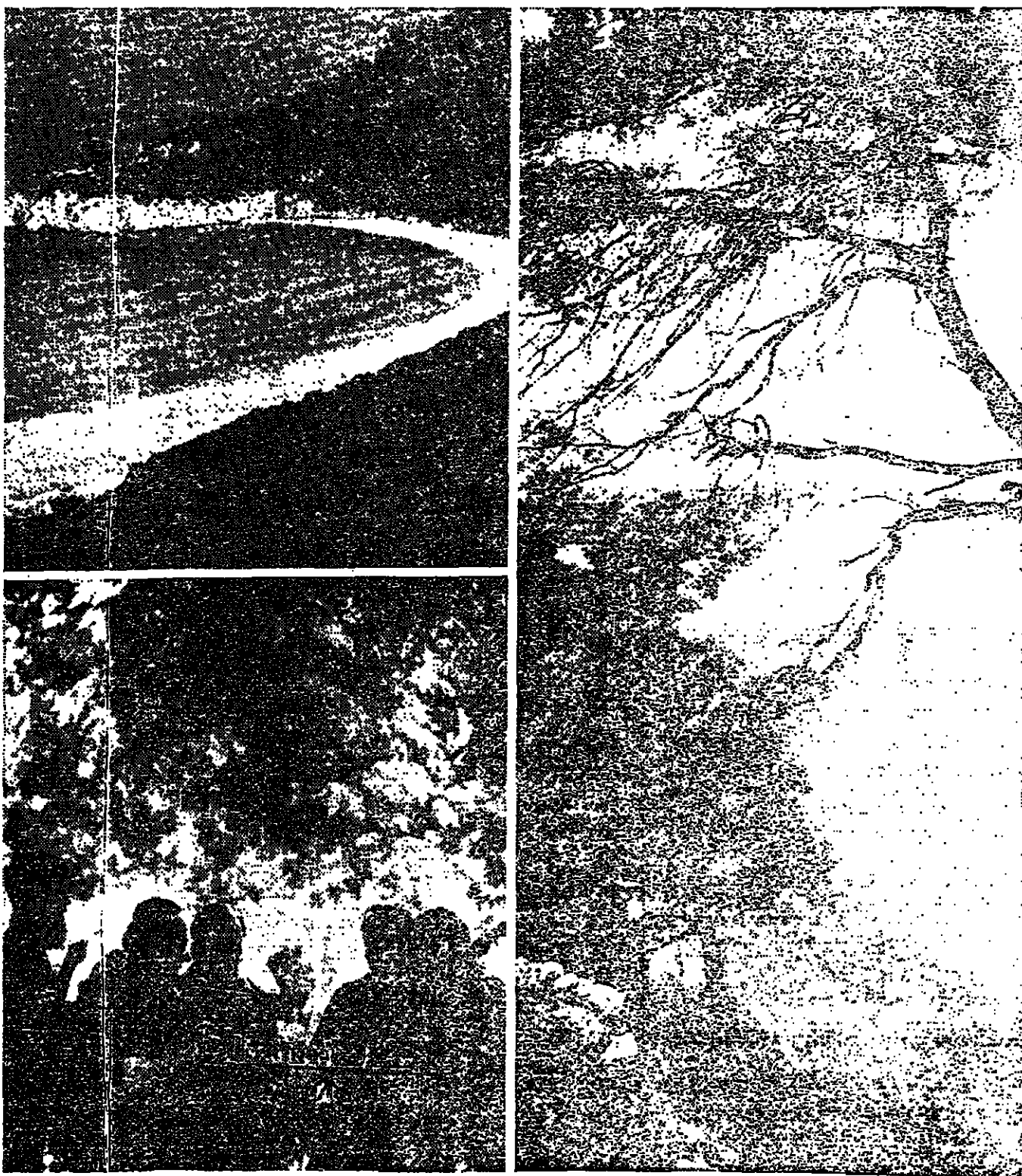
But his death marked the sunset to the long day of classical Greece, and Thessaloniki itself, though largely modern and comfort-filled, amazingly still bears witness to 2,000 years of successive conquests.

The Roman 'Triumphal Arch of Galerius', The Byzantine churches and mosaics. The famous Venetian 'White Tower'. And the wonderfully preserved 'Old Town'.

The old lives on with the new. And that exactly explains the magic at the heart of every Grecian holiday.

For information on the incredible choice available, just write to: The National Tourist Organisation of Greece, 195-7 Regent Street, London W1. Or call 01-734 5997/8/9. Or ask your travel agent.

And if you decide to begin in Macedonia-Greece and its peninsula, then you will surely discover that Cassander must have married a most beautiful woman.



With this dedication, Cassander paid a lasting tribute to a city that was to grow to near-Athenian stature, and to a peninsula that boasts the most beautiful landscape in all the Hellenic world.

A sun-worshiper's paradise called Halkidiki, this peninsula holds spectacular contrasts within its three 'fingers' that stretch deep into the Aegean.

Kassandra is already graced with tourist complexes and luxury hotels.

Sithonia harbours colourful fishing villages, camping sites and mile after mile of enchantingly unspoilt, even deserted, coves.

While Mount Athos reveals, alas for male eyes only, the intimate, medieval atmosphere of some twenty monasteries.

But Halkidiki is just a part of Macedonia-Greece, truly an explorer's haven.

To the east lie the ruins of famous

## Greece and the Hellenic Isles.

They're closer than you think.





## CSIRO

## AUSTRALIA

RESEARCH  
SCIENTIST  
DIVISION OF LAND USE  
RESEARCH

## CANBERRA A.C.T.

The Commonwealth Scientific and Industrial Research Organization has a broad charter for research into primary and secondary industry areas. The Organization has approximately 7,000 employees—2,200 of whom are research and professional scientists—located in Divisions and Sections throughout Australia.

## FIELD:

OPERATIONS  
RESEARCH/  
APPLIED  
MATHEMATICS

**GENERAL:** The Division of Land Use Research is currently developing research programmes in both socio-economic and biophysical aspects of land use planning, utilising geographic data base systems. The Division is seeking an Operations Research Scientist or Applied Mathematician capable of development and innovative work on optimization problems associated with patterns of regional land use allocation. The following are topics of current interest: Mathematical programming algorithms recognizing multiple goals, both tangible and intangible; combinatorial allocation under proximity constraints; simultaneous optimization of land use and infrastructure networks. The Division of Land Use Research is part of the Australian National University and the CSIRO Division of Mathematics and Statistics and opportunities exist for contact with workers in these institutions.

**DUTIES:** To initiate research in these topics in an inter-disciplinary team working on land use problems in the South Coast of N.S.W. Scope exists for a wider extension of research into broader aspects of land optimization.

**QUALIFICATIONS:** Ph.D. or equivalent research experience in a relevant discipline together with demonstrable research ability.

**SALARY:** Appointment will be made within the salary range of Research Scientist or Senior Research Scientist A12,061-£17,861 p.a.

**TENURE:** Either an indefinite or a fixed term appointment may be negotiated. An indefinite appointment carries Australian Government Superannuation benefits subject to normal conditions.

Applications stating full personal and professional details, names of at least two professional referees and a Personal Officer, Australian Selection Liaison Office, 64-72 Kingsway, London WC2B 6SD, by the 10th February, 1976.

## Advertising sells itself

These are embarrassing times for advertising men. Under attack from economists, politicians and even industrialists they have become remarkably introverted.

The industry which can claim to have made status symbols out of soap and myths out of margarine has found itself inexplicably lacking in its ability to sell one major product—advertising itself.

Its only defence against the brick-bats of recent public opinion has been, in its own terminology, to adopt as low a profile as possible and wait for the air to clear.

In fairness, the advertising industry has done much in recent months to put its own house in order if mainly in a defensive response to criticism. It has strengthened considerably its own self-regulatory systems and raised funds to sustain them. At the same time it has made worthy efforts to put right much that is wrong in advertising. It has, for example, made powerful efforts to eliminate what were considered unethical and objectionable media selling techniques.

But it has largely failed so far in what might be considered its major battle—the defence of the very concept of advertising.

The industry's crisis in the face of growing criticism on all fronts was summed up recently by Victor Ross, managing director of Reader's Digest writing in *Campania*, the admen's leading magazine.

Mr. Ross claimed that those who wanted to protect advertising must defend the free society and vice versa. But he added: "Advertising men don't know how to defend themselves—let alone how to attack their opponents."

Now, however, there are signs that the industry and its key companies, no doubt seeing the irony of their current predicament, are preparing to put their selling talents into operation.

In defence of their livelihood. One of the first to break ranks and move on to the offensive against detractors is J. Walter Thompson, one of Britain's biggest advertising agencies.

Thompson has commissioned a series of papers from members of its own organization and outside experts, outlining the arguments for a healthy advertising market and its contribution to the economy. The campaign is short on slogans and long on in-depth argument with several of the first seven papers, comprising a running into many thousands of words.

In one of the first papers issued by the group Mr. Harold Lind, director of research with the Advertising Association, takes the economists to task over the necessity and value of advertising in the present state of the economy.

Mr. Lind devotes his defence to that branch of media advertising most criticized by the economists and that which he claims accounts for less than 40 per cent of the total.

This is what the Advertising Association calls "manufactured consumer advertising", that which is concerned with selling products to potential buyers as opposed to the more widely acceptable recruitment, political and local retail advertising.

Answering the economists, Mr. Lind concedes that in a market of "perfect competition" there could be no place at all for advertising or any other selling activity. Where prices are given and knowledge is perfect any selling expenditure must be completely wasteful.

But he declares that although fair-minded economists admit that in the real world some marketing techniques are necessary because these factors do not apply, they nevertheless hold to the view that this is the "second best answer", which pro-

ducers are forced to use only because the "best answer" of moving towards perfect competition is not open to them.

"In other words", he declares, "they feel that advertising and selling have to be tolerated because of imperfections in the real world, but they should be regarded with suspicion and constant vigilance should be maintained to ensure that the techniques never become themselves a barrier to more perfect competition."

What, is at fault in this argument, Mr. Lind claims, is the mythical ideal of perfect competition.

"It is easily shown", he says, "that the assumptions of the perfect competition model are incompatible with investment decisions because any form of investment expenditure depends upon assessment of the future which would be impossible under perfect competition; and exactly the same is true of research and sales expenditure."

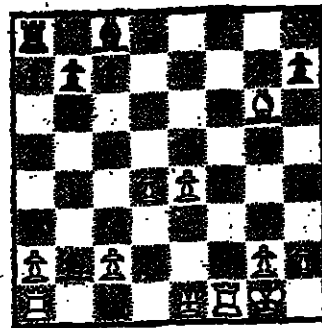
"In so far as any firm competes effectively it must make this situation in its industry away from that envisaged under perfect competition."

The paradox is that all economic progress depends precisely on improvements in areas such as research investment and indeed selling. So, for those who accept perfect competition as the optimal micro-economic system, virtually every productive and progressive company activity must appear to be undesirable.

Mr. Lind argues that advertising should therefore be seen purely as one of many means to the production/selling process just as machine investment and packaging.

Without it he claims it would in many cases be more difficult, more expensive and sometimes impossible for the consumer to buy a particular product. Now that sounds like a real ad man talking.

Richard Allen

Report and Results of  
The Times Appointments Pages  
Chess Competition

This was the set position for the competition and was the finish of a game played at Smolensk in 1950 between Jesterki (White) and Lelczak (Black). White played 1.QxR4 and Black resigned. The two threats were 2.QxR4 mate and 2.QxQ4 mate. If 1...QxQ4; 2.RxR5 and now (a) 2...QxR4; 3.QxR4 mate, or (b) 2...RxR4; 3.QxR4 mate, or (c) 2...P-KR3; 3.RxQ4 ch, KxR4; 4.QxQ5 mate.

I was surprised by the large number of entries that were right. Out of over 1,000 entries only some 8% failed to get the exact correct continuation. But when it came to the tie-breaker it was another story. Two pitfalls had to be avoided; one was too slavish an imitation of the idea in the position I gave and the other was to assume that the theme had nothing to do with that in the set position. More competitors fell into the first trap than the second.

Four sent in the position Adams-Torre, New Orleans 1924, and an exact number sent me the famous Bishop manoeuvre in the Rast-Hogelhubert game, New York 1924. I was touched by their careful assumption that I would know whence these positions came since they failed to indicate the source of their inspiration.

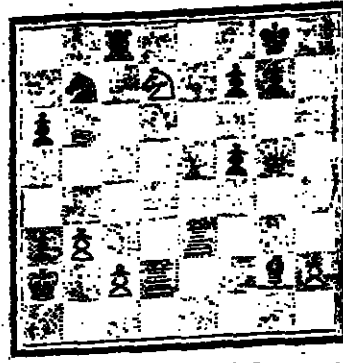
Eventually I narrowed down the possibilities to the best 31 entries and of these that by P. F. Copping was outstandingly good. The way in which Mr. Copping's entry flowed so harmoniously and neatly left me in no doubt that he had won the prize of a £500 holiday.

Congratulate him and commiserate with the others on a near miss. The remaining thirty (in alphabetical order) were:

G. E. L. Berg and R. T. L. Berg; C. J. Miles, S. F. Bloom, R. Kuhn, T. E. Bromwich, J. Coleby, F. E. Courtney, G. F. S. Coy, C. S. Cronch, S. W. Dilke, M. Fox, J. A. Gammon, P. Gill, C. R. Hill, R. Kirkpatrick, D. Levy, Dr. A. Master, I. Miller, S. Patel, M. Pearce, L. Richards, W. D. R. Robertson, F. C. Roy, A. J. Roycroft, I. J. Sinclair, P. Tilson, T. J. Tyrrell, B. Wierzbicki, B. J. A. Whitworth and Dr. P. Wright.

Two of the above, S. W. Dilke and A. J. Roycroft, were so good that I have recommended that each be awarded a consolation prize. They will each be receiving a *Times Atlas of the World*, Comprehensive Edition.

Here is the position that won the prize.



I let Mr. Copping speak for himself.

White is in trouble after an exchange sacrifice by Black but rescues himself by returning the exchange.

1. KxR4! QxR4 (K7)

2. R-K5 ch R-K1

3. KxR4! KxR4 ch, KxR4 ch, KxR4 ch, and after 2... P-K4;

3.R-K5 ch, and White should win. But Black thinks he has found a hole in the combination.

3. QxR4! QxR4 ch

Now Black hopes to win the endgame after 4.QxR4 ch; S.K-R1, R-K7 ch and 5... P-K5

4. KxP!

There isn't going to be an endgame now.

4. QxR4 ch R-K1

5. Q-K5 ch and mate.

Harry Golombek



## OXFORD POLYTECHNIC

Head of Department of  
Estate Management

(— Appointment)

Applications for the above post (Grade VI, £8,037-£8,913), including the names of 3 referees, should be submitted by February 2, 1976, to:

The Director, Oxford Polytechnic (C), Oxford, OX3 9BP, from whom further particulars and application forms may be obtained.

## SURGEON

## INTERNATIONAL OPPORTUNITIES

French/English speaking General Surgeon wanted for 18-24 month assignment in Ivory Coast, West Africa. Will serve as Deputy Chief Medical Officer on team of health care professionals staffing a modern American equipped 12-bed hospital. Liberal benefits. Salary commensurate with experience. For further details please submit curriculum vitae and summary of experience to:

Paul Zudin, M.D., Kaiser Foundation International, 380 Lakeside Drive 2511 OB, Oakland, California 94612, U.S.A.

## EXPORT SELLING VACANCY

A vacancy exists for an enterprising, energetic sales representative capable of developing markets, and expanding the present sale of milk products throughout the world. The successful applicant will be based in Victoria, London, but will be expected to be engaged mainly visiting overseas markets. Preference will be given to applicants with previous experience in the export field. Age: 25-40.

Commencing salary will be attractive but the job will appeal to an applicant who is prepared to be rewarded by his own business achievements.

Apply:

L. E. PRITCHITT & CO LTD,  
Terminal House,  
52 Grosvenor Gardens,  
London SW1W 0AU.  
Tel: 01-730 9154.  
Attention: Mr J. E. Ogden.



## SOLICITOR

ICI has a central team of lawyers in London which provides a full range of commercial law services to its extensive UK and overseas operations. Outside solicitors in the UK are not needed. One of the team has recently been appointed to another position in the UK and it is based in London. The successful candidate should be a solicitor aged between 26 and 30 and should have at least 2 years' admitted experience. The field of previous experience is not critical and the firm is looking for a practical businesslike approach to legal problems combined with initiative and the ability to work independently.

This is a challenging appointment from the outset carrying considerable responsibility and involvement in the negotiation of major contracts, company acquisitions, and joint ventures. It will be necessary and the ability to speak another language is an advantage.

Please apply in writing or by telephone not later than 21 January, 1976, for an application form to:

C. W. North, Head Office Staff Section,  
IMPERIAL CHEMICAL INDUSTRIES LIMITED,  
Imperial Chemical House, Millbank, London SW1P 3JF.  
Telephone: 01-834 3444.

## SENIOR ASSISTANT DISTRICT TREASURER

£6,144 rising to £7,485 (inclusive)

This is an important post in the financial management structure acting as number two to the District Treasurer of this large teaching district and it is based at The London Hospital. The annual revenue budget is approximately £24m.

The successful applicant will assume overall responsibility for day to day running of a large finance department and will be involved in revising systems, preparing estimates and long term plans and ensuring effective budgetary control throughout the District. Applicants must have proven managerial ability and be experienced in the use of modern financial management techniques.

Application form and job description obtainable from Laura Marcus, Area Personnel Department, The City and East London Area Health Authority (T), Addison House, 32/43 Chart Street, London N1 6EF. Telephone 253 3020, ext 571. Closing date will be the 30th January, 1976.

THE CITY AND EAST LONDON AHA (T).

Chief  
Executive

£14220 x £294(3) to £15102

The Council require a successor to Mr. D. G. Rogers who will retire on the 30th June, 1976. They are looking for an officer who will continue to provide effective leadership of the administration in the tradition of corporate management which the Council and its predecessor has followed since 1968.

Applicants need not be of any particular discipline but should have a background of achievement in a field relevant to the requirements of the post. Experience of management at a high level in local government will be an advantage but is not essential.

Further details of the post and of the County, and an application form, which should be returned by the 9th February 1976, may be obtained from the Chief Executive, Shire Hall, Gloucester, tel. 0452 21444 (Mrs. J. Jones ext. 887).

Gloucestershire  
County Council

## Dental Estimates Board

## Chairman

Applications are invited from registered dental practitioners for appointment as full-time Chairman of the Board, working in Eastbourne, at a salary of £11,000 per annum, superannuable.

The person appointed will be responsible for the direction and organisation of the work of the Board and its professional and lay staff in the discharge of the functions under the National Health Service Act 1948. Applicants must have wide experience in general dental practice, administrative ability and a thorough understanding of the regulations governing the general dental services.

Application forms, together with particulars of the post may be obtained from the Secretary, Department of Health and Social Security, Room 524, Hansard House, Elephant and Castle, London SE1 6TE (Telephone 01-708 6880 Ext 454). Applications, marked for the attention of Mrs. A. Simons, should be returned not later than 9 February 1976.

INSTITUTE OF CANCER RESEARCH  
ROYAL CANCER HOSPITAL  
(University of London)SECRETARY  
OF THE INSTITUTE

The Committee of Management invites applications for appointment to the office of SECRETARY of the Institute following the retirement of the present holder of the post on 31st March, 1976. Previous experience of higher administrative duties in a University or a Research Council is a desirable qualification, but applications from candidates with experience of comparable responsibilities in other employment will also be considered.

Salary within scale, £3,028-£3,282. Superannuation USS or FSSU. Further particulars may be obtained from the Secretary, 34 Somers Place, London SW7 3NU, quoting reference 354/6/55.

General Manager  
to control Spanish Operation of a  
Major International Car Rental Company

An International Car Rental Company seeks a General Manager capable of assuming complete control, subject to board direction, for their Car Rental Operation throughout Spain. This position includes responsibility for administration, organisation, control of depots and agencies, control of the maintenance of the hire fleet and purchase and sale of cars.

The successful applicant, who must be acceptable to the Spanish Government, should be fluent in Spanish and English and prepared to live in Barcelona. The post will involve considerable travel within Spain.

The person appointed will be a self-starter with a proven record of successful, profitable business management, and the ability to motivate staff. Car hire experience is desirable but not essential; an initial period of familiarisation will be given.

The employment conditions and benefits are those to be expected of a large International Company and a high salary will be negotiated.

Please write giving full details of previous experience, age, present salary and any other relevant information to: Box 2153 S, The Times.

PUBLIC RELATIONS  
EXECUTIVE

Pall Mall, London

£6,000-£7,000

The Worldwide Recording Industry's Federation known as IFPI (International Federation of Producers of Phonograms and Videograms) requires an experienced Public Relations Executive. Initially the main task of the person appointed will be to plan, organize and promote internationally the Celebrations in 1977 of the Centenary of the invention of Recorded Sound.

The successful applicant must:

- \* have previous international P.R. experience.
- \* have previous knowledge of and an enthusiastic knowledge in the Recording Industry.
- \* speak fluently at least one European language other than English.
- \* be aged about 35.
- \* be prepared to travel abroad.

Benefits include non-contributory pension scheme.

Applicants giving full personal details, experience and qualifications together with the names of two relevant referees, should be sent marked "Private and confidential" to:

Mr. P. J. Gasson,

123, Pall Mall, London SW1Y 5EA

## CANNON HILL TRUST LIMITED

are seeking

## DIRECTOR

for the Midlands Arts Centre for young People

This is the senior appointment in a unique Arts Centre with an annual budget of just about £2m. It has buildings completed and in use valued at £2m.

There are (approx.) 1,000 attendances a day, and work of the Centre comprises the full range of the Arts from both professional and amateur aspects—drama, music, visual arts, crafts, and includes sessions for parents and children together. The Centre operates 7 days a week, every day of the year except Christmas Day. The position requires a man or woman of vision, energy, unbounded enthusiasm and good health, who has appropriate experience in the Arts, Education, Administration. The appointment would need to be taken up before September 1976 when the present Director, Mr. John English, is due to retire. Salary is by negotiation.

Write for full particulars and Application Form

Miss Beryl Foyle,  
Chairman, Cannon Hill Trust Ltd.,  
Midlands Arts Centre for Young People,  
Cannon Hill Park,  
Birmingham B12 9OH.

Use this market  
place to  
recruit quality staff



01-278 9161

or our Manchester

Office

061-834 1234



£6,000 plus Appointments

## GENERAL VACANCIES

## MILK AND DAIRY PRODUCE DEPARTMENT

## NATIONAL FARMERS' UNION

Applications are invited for a post on the Headquarters staff of the N.F.U. The vacancy is an additional appointment which will carry considerable responsibility in the Milk and Dairy Produce Department of the Agriculture, Fisheries and Food Department. Candidates, aged between 25-35, should possess a qualification in agriculture or animal husbandry, with a good practical background (preferably in the former) being an advantage.

The successful candidate will be responsible initially for servicing the Milk and Dairy Produce Committee under the supervision of the Director of the Division. Salary according to experience and qualifications.

Application forms from: The Secretary, National Farmers' Union, Agriculture House, Knightsbridge, London SW1X 7NJ.

## WE MEAN BUSINESS

The City of Westminster Chamber of Commerce is looking for a salesman or saleswoman. What we want is more members. Not because we are desperate for them; after 27 years we are doing very nicely. But quite clearly, the more members we have the stronger our voice when it comes to fighting for free enterprise, the rights of men and women. There is here a challenging job for a salesman or saleswoman who can meet, talk with and convert to our way of thinking, the business community of Westminster who are not already among our 3,000-odd members.

For more details please write to Derek Allen, Secretary, The City of Westminster Chamber of Commerce, Milre House, 177 Regent Street, London W1R 8J.

## JAZZ CENTRE SOCIETY

requires an

## ADMINISTRATOR

To develop and promote jazz activities in the North of England. This is a new post, based in Manchester but frequent travel is involved. A creative and strong interest in jazz music together with a proven administrative ability will be looked for. Starting salary will be in the range of £3,000-£5,000 plus car allowance and expenses. Curriculum vitae together with the names of two referees to be submitted to The Administrator, Jazz Centre Society, 104, 102 Carlton House Terrace, London, S.W.1, from whom further details may be obtained. Closing date for applications—23 January.

## LEGAL APPOINTMENTS

## SOUTH COAST

## SOLICITORS

Excellent opportunity for competent solicitor under 35, admitted not less than three years, capable of handling large volume of general work with minimum supervision.

Working retirement of Senior Partner gives rise to genuine Partnership prospects in the near future.

Salary by negotiation. Please reply Box 2055 S. The Times.

## EXPERIENCED CONVEYANCER

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# Winter warmth

## Price rises bringing icy blasts

by Roger Vielvoye

Few people can be unaware that the cost of heating their homes this winter will be more expensive than in the past. But few householders seem properly prepared for the shocks that this winter's fuel bills will bring.

Statistically, the facts are plain and freely available. Electricity prices have doubled in just two years: gas prices rose by an average of 20 per cent in October, making the fuel more than 43 per cent more expensive than in the previous autumn.

Customers for oil, who suffered most from rising prices during the winter of 1973 and the early part of the winter of 1974, this month saw the cost of a gallon of heating oil rise by between 25 and 27 per cent. Paraffin, used mainly for free standing heaters, went up by 6p a gallon at the same time.

Solid fuels have risen by 36 per cent since last winter, but like electricity and gas there are still substantial regional variations in the price of coal-based products. According to a recent *Which?* report a coke user in Northampton might have escaped with a 21 per cent rise in his fuel bills while in Reading anthracite grains are costing 40 per cent more than last year.

The fear, particularly in the gas and electricity industries, is that householders will realize the full extent of the increases only when the first of the winter quarter bills arrives. And at time of year when, even in

normal circumstances, large numbers of people find it difficult to pay their gas and electricity bills, the suppliers could find themselves facing the prospect of cutting off supplies to several millions of their customers.

Government departments are well aware of the difficulties that many consumers will face over the next four or five months and Mrs Shirley Williams, Secretary of State for Prices and Consumer Protection, has asked the National Consumer Council to undertake a study into the effects of energy prices on low-income families.

The council has already made an extensive investigation into the fuel market this winter. In a report to the House of Commons Select Committee on the Nationalised Industries, it suggested that needy families should be given a free fuel allowance that would allow them a minimum supply of heat, light and power. The council sees this as a temporary measure to help the lower paid adjust to the fact that high-cost energy is here to stay and will be in future a major item in the household budget.

Ireland already operates a free fuel allowance for pensioners and the council would like Britain to give more thought to an idea now being implemented in Japan. This involves "inverting" tariffs so that consumers of small amounts of fuel get their supplies more cheaply than large users—the exact opposite of the present situation.

The idea has some merit since many old age pensioners are among the class that uses small amounts of fuel and are penalized by high standing costs. But in order to give this group some relief it would involve subsidies from large consumers many of whom, particularly council house tenants with central heating, also find it difficult to pay their fuel bills under the present system.

Proposals from the council cover the gas and electricity industries where most of the largest increases in costs have been seen. Owners of property with oil-fired central heating are generally assumed to be among the more affluent sections of society. Solid fuel has a reduced role in the home heating market and generally it is not available on quarterly credit terms like gas and electricity.

Installing the right type of central heating is still very much a gamble. If gas is available, it is cheaper than most other fuels; but gas prices have been kept artificially low by government action and the monopoly of the British Gas Corporation in purchasing supplies from the North Sea fields.

British Gas maintains such a veil of secrecy over the price it will have to pay for expensive new supplies from the northern part of the North Sea and amounts by which existing contracts are increasing that it is difficult for a consumer to make an objective judgment on whether gas will continue to be a good buy.

It is equally difficult to be sure of the prices of other fuels. The government decrees that all state subsidies shall be removed from the nationalized industries' pricing structures in the final stages of being implemented and will mean that in future the real cost of producing energy will be reflected in consumers' bills.

Electricity is committed to a general revision of its tariffs in April to take account of higher costs apart from fuel. On top of this there seems certain to be a coal price rise that will be reflected in the fuel adjustment clause contained in all the published regional tariffs. Electricity, as the largest single consumer of oil, will also be hoping for an extension to the nine-month freeze on oil prices which is due to end in June.

These days the cost of running electric central heating seems to outweigh its advantages. Supplies are available nationwide and systems can be installed without a flue or chimney and the minimum of building work. It also requires very little maintenance and is clean. The cost of electricity varies from region to region. The *Which?* survey on fuel prices showed that off-peak electricity was cheaper in Scotland and South Wales and that the daytime rate was lower in Scotland, especially in the north.

As with electricity, there is no choice of supplier for gas which is not available in all parts of the country. Operating costs are cheaper than

electricity although the capital cost of installing a system is higher and requires a greater degree of maintenance. The *Which?* report says gas is cheaper in the Midlands although the corporation is gradually phasing out many of the more obvious regional discrepancies.

*Which?* considers that gas, anthracite grains or House-warm coal are the best forms of home heating this winter. Solid fuel, burnt in older installations can be messy, and even new boilers need regular attention. There is also the need for storage, particularly if advantage is to be taken of discounts for bulk ordering. Coal is cheaper in areas close to the coalfields.

Oil also needs storage space. At present there are considerable differences—up to 11p a gallon—between the prices offered by the big oil companies, and it is certainly worth shopping around for central heating oils.

One of the trickiest problems faced by consumers of oil and electricity for central heating is whether the present prices make it worthwhile changing to an alternative source of fuel.

While the change from electricity to gas would involve substantial new installation costs, large-scale users can no longer disregard this alternative in view of changes in off-peak charges and the general increases in electricity bills.

The author is Energy Correspondent, The Times.

a Special Report

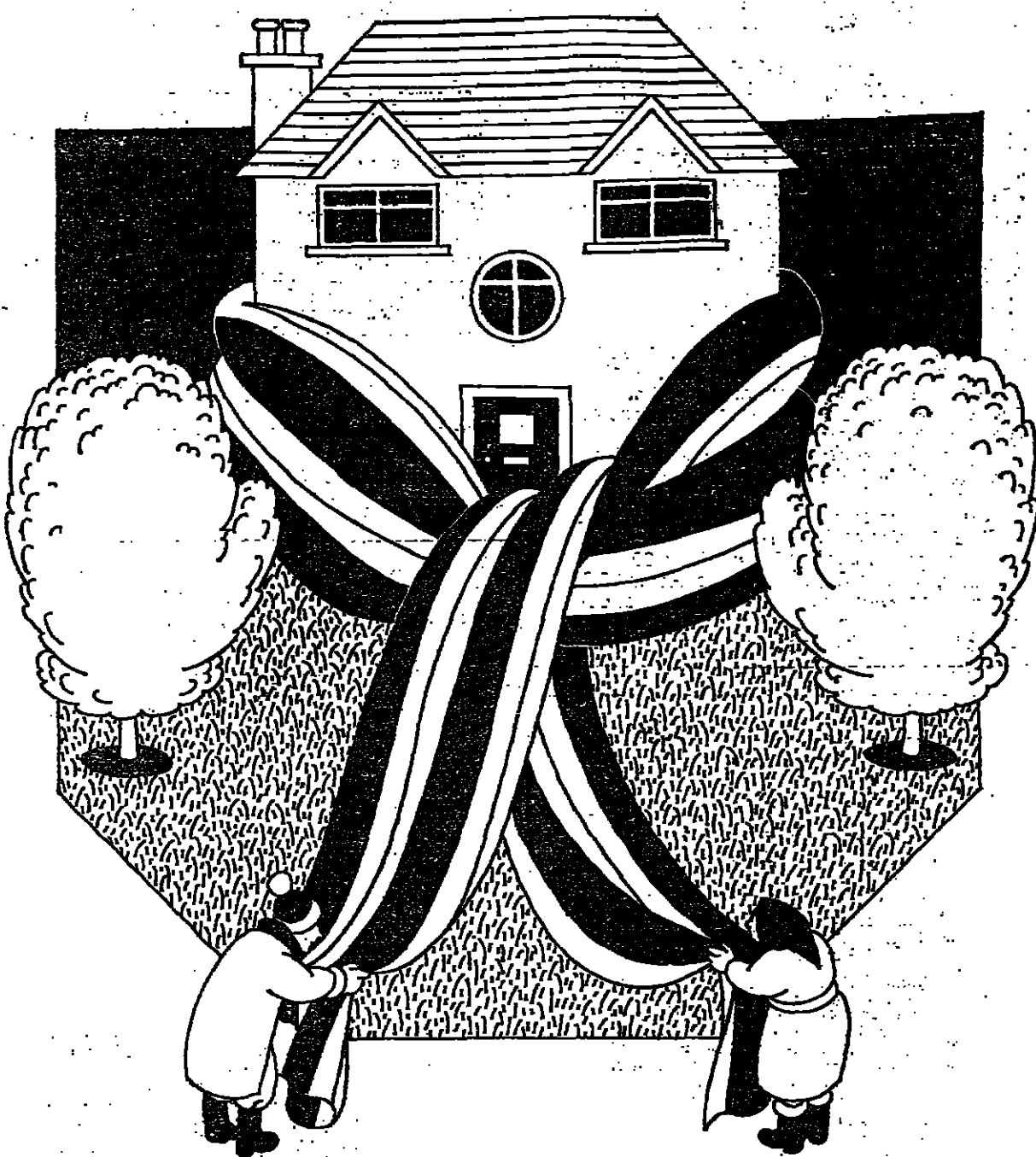
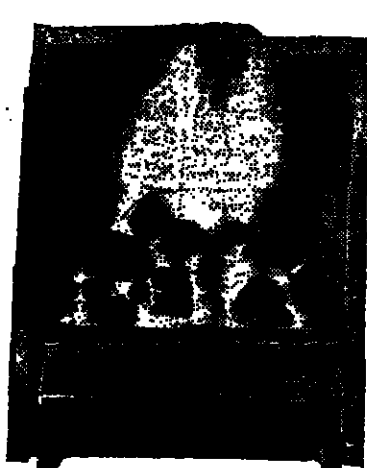


Illustration: Lyn Gray

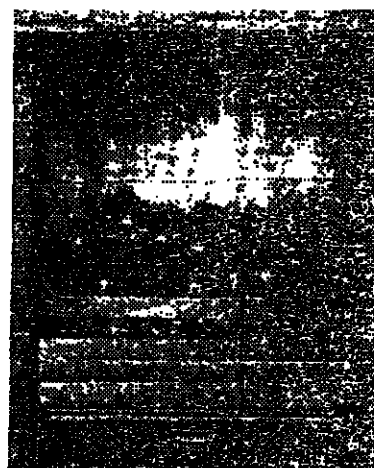
## What other central heating gives you a choice of boilers like these?



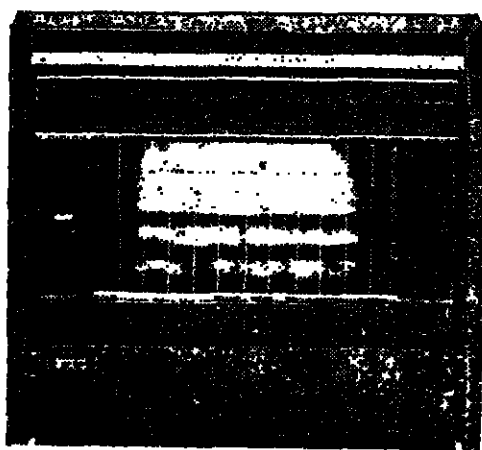
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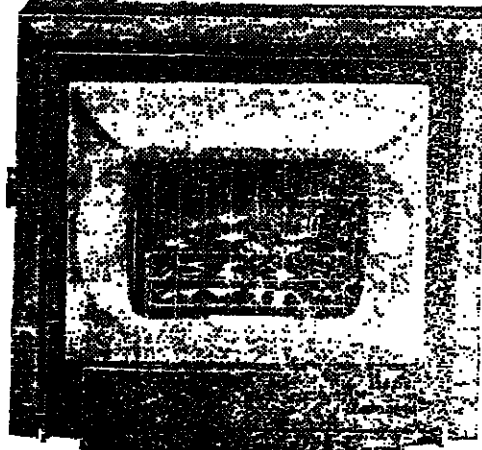
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Central heating boilers are often so unattractive, they have to be hidden away in a corner of the kitchen.

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You don't have to worry if you live in a smokeless zone. Modern smokeless fuels mean you can light a real fire wherever you live.

And, most important of all, solid fuel central heating is still one of the most economical forms of heating you can buy.

Above, you can see a small selection of the 270 or so fires you can currently choose from. The ones shown all provide central heating. Some for small homes, some for large.

If you'd like to know more about heating your home with coal, send the coupon to us. We'll send you an information-packed colour book.

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Solid Fuel Advisory Service

## Insulation: start at the top

by Peter Jarvis

As with most other aspects of life, the key to success in lessening the impact of rising fuel costs lies in establishing the correct priorities.

Understandably, however, many bewildered householders—beset by higher fuel bills on the one hand and the blandishments of insulation material purveyors on the other—fail to do this. There are many homes where double glazing has been installed but no loft insulation exists. Failure there can be completely the hoped-for economies which have been the subject of the energy conservation clamour of the past year.

Getting these priorities right is, therefore, the vital first step towards keeping warmth in. It should be borne in mind that as much as a quarter of the heat generated in an uninsulated house escapes through the roof, up to 35 per cent through the walls, a further 15 per cent through draughts and 10 per cent through windows. By viewing the house as an envelope for heat and attending to the main breaks in the envelope first, the householder can carry on most effectively his own domestic energy conservation campaign.

The roof is an obvious starting point. Those people buying new houses are basally protected by the 1975 revision in the building regulations which required all new dwellings to incorporate a minimum 50mm roof insulation material. But new houses are still a small proportion of the national housing stock. Insulation of the loft is especially important for residents of older housing constructed with non-cavity walls, since insulation of the walls by the normal cavity injection approach is obviously impossible.

This work can be carried out surprisingly economically on a do-it-yourself basis. The materials most commonly used are mineral wool or glass fibre in roll form or alternatively granules or pellets of vermiculite, loose mineral wool or glass wool. Insulating blanket is simply rolled out between the joists in the loft; it is a good idea to tuck it well up at the eaves to prevent draughts getting in—also fully to wrap the water tank. Loose-fill material is simply poured (or packed) from the bag into the space between the joists to the depth of two inches. The thicker the material used the better the insulation value—a depth of three inches (75mm) now being increasingly recommended.

One company in the business, Fibreglass, says that an average-sized attic can be three inches insulated by any practical person at a cost of about £23 and estimates that the householder would recoup this in about 12 months through fuel savings. Ensuing press comment had a misplaced emphasis on this "long payback" period (partly, it must be admitted, the result of the inflated "savings" expectations nurtured in the public mind by many operators who had sprung up during the boom period of the industry). The Insulation Glazing Association (IGA) was quick to reiterate. Reinforced aluminium fute this criticism and to

point out the various benefits.

There is little doubt that these are considerable. Apart from saving 10 to 12 per cent of the total household fuel bill, double glazing provides "thermal comfort" near windows by eliminating draughts, reduces condensation and (where there is a minimum 4in between the panes) improves sound insulation.

Though secondary glazing (the fitting of a second glazed unit over an existing one) probably remains the more important approach for existing property, factory-made sealed units (replacing the existing window altogether) are gaining in prominence. The IGA has just announced a funding scheme which will guarantee sealed units by backing them with a test certificate.

It is difficult to quantify what the average household can save annually in fuel costs by adopting all these insulating measures, but

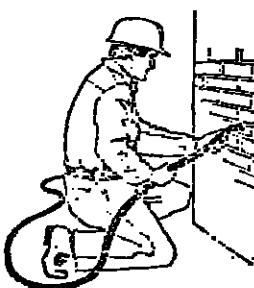
HERE'S A SIMPLE WAY TO SAVE ON FUEL WITHOUT FEELING THE COLD

### ICI Ufoam Plus Cavity Wall Insulation

Up to one third of the heat in your house is lost through the walls—even more than through the roof. That's something no amount of altering your thermostat and timetable will change. But ICI Ufoam Plus Cavity Wall Insulation drastically cuts that loss, saving pounds on your central heating, while you still enjoy as much warmth as before.

You can be sure of Ufoam Plus. It's backed by ICI's reputation and was developed in ICI's laboratories to the highest standards. Rigorous checks ensure it won't be installed in unsuitable houses. As a result we have over 100,000 satisfied householders to our credit.

Ufoam Plus is installed in under a day by the country's most experienced service. It leaves no mess because it's done entirely from the outside. And it will last as long as your house. For more information, send this coupon—no stamp needed—or telephone us at our expense-free operator for Freephone 2177 at any time.



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ENERGY SENSE IS COMMON SENSE—SAVE IT AND COME HOME TO A REAL FIRE.



# Complex system to control heat

by Alan Bailey

It all seems a far cry from the day when one threw another log on the fire and crept a little nearer to the hearth. Home instrumentation to ensure comfort has reached a high level—indeed, for the less technically inclined, a level which seems to demand a study of advanced physics. There are basically three types of controls—fluid controls, electric controls and those for timing and programming.

The fluid controls are simple. A cylinder thermostat controls domestic water at the correct temperature. If tap water is heated to the same temperature as the water in the radiators, there is risk of scalding and, in any event, money is being wasted in overheating. For room heating there is a group of special-purpose valves which control the system and achieve maximum comfort with maximum economy.

Zone valves isolate a part of the heating circuit; thermostatic radiator valves keep each room at a temperature which suits the occupant, mixing valves obviously mix hot water from the boiler with cooler water already circulating to achieve the best radiator temperatures; gravity check valves stop natural thermal circulation from continuing when the pump has stopped; and diverter valves provide a constant flow of water through the boiler and allow water to be routed.

The advantage of the automatic valves is their independence of human whim. The thermostatic radiator valve, for example, replaces the normal hand valve on the radiator—and frees the householder from rushing about in a flurry of economy when he thinks rooms are too hot.

Some valves can cause complications. Zone valves, which allow different parts of the house to be separately timed or temperature-controlled, can upset the hydraulic balance of the system, unless the greatest care is taken in their design.

The electric controls are becoming interesting. At the lowest level of complexity is the boiler thermostat which establishes the temperature at which the water leaves the boiler. These provide no compensation for air temperature rises or heat losses and therefore waste fuel. Room thermostats react to temperature and switch on and off the pump and boiler.

Of course there are some disadvantages with this kind of installation because the thermostat's operation is at a single point in the room. Their sitings must therefore be selected with care. First thermostats start a heating system if the surrounding temperature nears freezing point. They do, of course, only sense frost levels at the position where they are sited but they can prevent serious frost damage to exposed parts of heating systems.

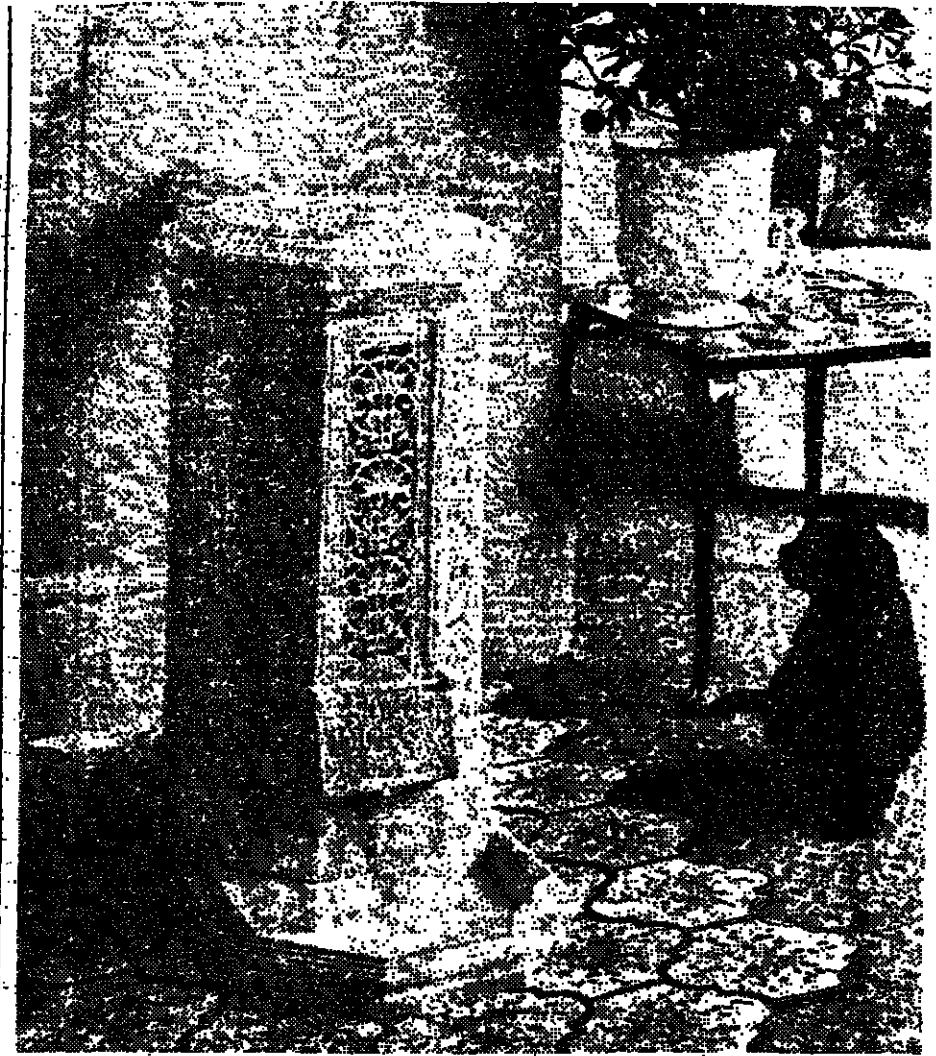
The flow sensor, signals variation in water flow temperatures and the outdoor sensor signals weather changes and the rate of heat loss from the house. The modulating controller assesses overall heat requirements and operates mixing valves to the correct temperature. The modulating controller can incorporate programmes and time clocks which must be the ultimate in temperature/time relationships.

The programmers, as the name indicates, initiate a number of preset "on" or "off" phases of the heating and/or the hot water system. Once they are set they need little attention but they provide no temperature or comfort control in themselves. The time switch restarts the system so that the returning workers can enjoy warmth as they arrive. Used in conjunction with the modulating controller, the system is near perfect. The controllers compensate for heat losses and continuously adjust the heating supply to suit the temperature.

Although controllers have a higher initial installation cost these are often recovered by fuel savings in the first two or three years.

The Drayton Autotherm System incorporates many of the items already mentioned. Outdoor and flow sensors read the outdoor temperature continuously and adjust the heat supply to replace escaping heat. The system gives high efficiency and economy in fuel consumption and it is flexible enough to take frost and cylinder thermostats as well if required.

Moneywell has produced a "direct acting" heating control which incorporates a comfort control centre working in conjunction with individual room thermostats to provide close temperature control of separate areas within the home.



The warm centre of the living room, traditional and modern. Above: a Victorian tortoise stove. Below: the Dunsley Condor has a back boiler that will heat as many as five radiators.

# Simple process beset by confusion

The British have an unhappy knack of creating complexity. It would be reasonable to suppose that cavity wall insulation—a simple and fairly inexpensive process which saves money by the retention of heat in the home—would be encouraged. It is encouraged by the Government as part of its energy conservation campaign.

On the other hand, the Secretary of State for the Environment decided six months ago that cavity foam insulation came within the building regulations and application would have to be made by or on behalf of the owner-occupier for relaxation of the regulation when ever he wanted to carry out the work. This decision in the absence of early advice to local authorities placed the cavity foam industry in confusion.

Fire safety resistance, means of escape, public cleansing, foul water, surface water, and a dozen other things including insulation. The cost to the building industry, the Government, the local authorities, the building owner and the tax and ratepayer is immeasurable.

Wall insulation is rather expensive largely because it requires professional skills and equipment. Although cavity walls provide some insulation, it is not enough. The inner skin of bricks absorbs heat. The bricks in turn heat the air inside the cavity and the warm air moves, warming the bricks on the outer skin which shed their warmth outside.

To prevent this loss, the process of filling the cavity with either urea formaldehyde or mineral wool has been in use for many years, although the British were slower than most to take their insulation seriously. The process is a simple one during house construction.

Existing houses are a different matter. It is necessary to drill holes into the joints of the brickwork and inject the insulation material through them. The holes are then filled and the brickwork repointed. If the job is done properly, it is efficient. The problem, apart from the bureaucratic one, is that the job is not always done properly. The campaign for energy conservation was

sufficiently effective to increase substantially the demand for cavity wall insulation services.

Demand creates response, and the response came in part at least from some experienced practitioners. Bad workmanship in cavity wall insulation can cause serious problems. It is wise to seek the advice of the Cavity Foam Insulation Association at Bremer House, Sale, Place, London W2, which will supply a list of reputable firms with the necessary skill, experience and equipment.

The board's certificate for the foam method includes checks which the owner himself can use to determine that the work is being done properly. For example, it is not difficult to ensure that balls of foam are left after the removal of the injection nozzle. This gives some indication that the RH is adequate. Where tests have been done by drilling after insulation, it has sometimes been found that the fill is inefficient.

But with the recognized firms there is an implicit assurance that the work will be done to the owner's satisfaction. Remotely, ICI (Ufoam Plus), Kozibome, Megaflex, Superfoam, Modern Plan Insulation—there are many firms of repute with national coverage. Many of them offer guarantees of satisfaction.

The cost is fairly low. Foam injection for a small semi-detached house might be about £120 and for a medium-size detached house about £150. Mineral wool costs a little more. The savings on fuel bills can soon repay the investment.

The Agreement Board has issued certificates for three

## Circumstances are symptomatic

It is perhaps unfair to cite cavity foam insulation as an example of over administration of our building affairs. The circumstances are, however, symptomatic.

We have during the past 20 years overreacted to every crisis to an extent that leaves those who still wish the will to build bemused by a host of officials concerned with

## Certificates for three types

Not all houses with cavity walls should be treated. It has been suggested that about 20 houses out of every 100 are not suitable cases for treatment. If brickwork or pointing is in a poor state, injection is inadvisable. Similarly, if a wall is particularly exposed, a reputable firm might advise against the insulation. Occasional cases have been reported of inadequate fill—that is to say the insulation material does not reach all parts of the cavity—particularly around the courses.

# Satellites may soon beam sun's energy to earth

by John Myers

Monopoly control over the prices of oil, coal, gas and electricity leaves the householder feeling vulnerable to arbitrary increases. His only defence is to cut consumption, either by turning off appliances or by spending money on home improvements which conserve heat.

Energy sources which can be substituted for conventional supplies are attractive because they offer consumers a degree of independence. In recent years a number of research projects have been initiated with the objective of designing the "autonomous" house, in which sunlight, the wind and even recycled domestic waste are used to generate heat and energy.

In the long-term, the prospects for alternative energy sources seem bright. A study published in 1974 by the Organization for Economic Cooperation and Development concluded that some of these energy resources and technologies "may be expected to contribute to supplies on a large scale and cover an important part of all energy needs".

In the United States the Energy Research and Development Agency predicts that solar power will provide 7 per cent of the country's energy requirements by the year 2000 and 25 per cent in 2020.

But before such forecasts can be realized there will be a long process of research, innovation, trial, commercial investigation and experimental installation of equipment. New ideas, inventions and enterprising ventures are already gaining a foothold in the European market, however, and solar heating of domestic water is being rapidly developed and tested in practice.

free energy to boost domestic heating.

This concept has been taken further by physicists at Ohio University. They have demonstrated that solar ponds containing concentrations of salt can be effectively used for year-round domestic space heating even as far north as the Arctic Circle.

Other approaches are also being considered. Research workers at Pennsylvania University's centre for energy management have designed a system which would use direct solar heating, store thermal energy and run off-peak air conditioning for residences in new housing estates. Colorado State University has a solar energy applications laboratory, and its research team has designed and installed a similar system in a university building.

In many places, solar or "photovoltaic" cells are being developed which will improve energy storage and the efficiency of solar-powered systems in areas with limited sunshine. And work is in progress on the design of satellites to collect solar energy and beam it to ground stations serving local communities.

The successful introduction of non-conventional energy sources on any scale depends on four main factors: the availability of finance, the engineering of appropriate technology, enterprise and marketing skills. There are signs that all these necessary conditions are being met.

The money is coming from several sources. In the United States, local communities faced with substantial property tax increases from existing utilities are considering investment in solar-powered

generating plant. In Bridgeport, Texas, the initiative is coming from the city council in response to rate increases demanded by the state power company. In New England, the Massachusetts Electric Company is testing a variety of solar energy systems in private homes.

Britain has a number of examples of official and private backing for systems to exploit alternative energy sources. The National Research Development Corporation, is providing financial support to the Wind Energy Supply Company to adapt British helicopter technology to the design of a rotor-bladed windmill plant. The purpose is to convert wind power into heat as a pollution free source of low-cost energy.

At the government-financed Warren Spring Laboratory, one of several studies being undertaken in-

volves the application of technology to produce heat from waste products and refuse.

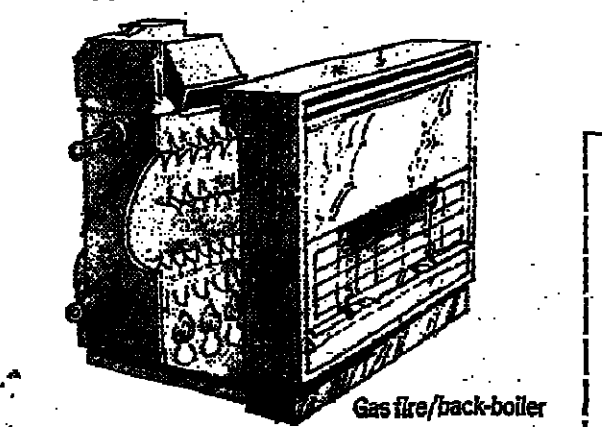
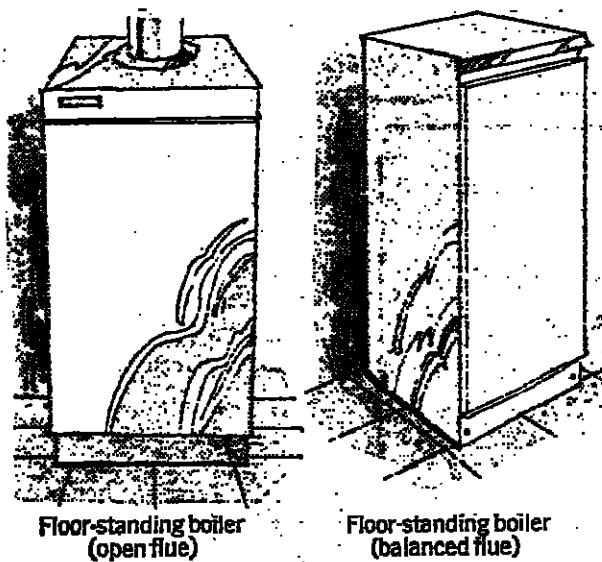
In Bedfordshire, at the Cranfield Institute of Technology, experimental studies have been carried out on a system installed in a house and designed to recover and use heat from domestic waste water. In Surrey, Comtech, a company which is one of a number of small companies which has recently been set up to develop and market equipment based on natural energy sources.

The diversity of ideas, experiments and studies is impressive. Apart from energy from the sun, wind, and waste materials, investigations are being made into the feasibility of tapping geothermal energy, tidal power, and energy from differences in temperature of bodies of water in the oceans.

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Address

Tel.

## Competition winner

Solar heating equipment which won a Copper Development Association competition has been installed in three houses on an estate near Croydon. In Mersey-side nine solar-heated bungalows are planned for elderly couples in a scheme initiated by Pilkington and Loughborough University in conjunction with a housing association. At Aachen in West Germany tests are at an advanced stage in the development by Philips of a "solar house", a project financially supported by the state authorities and the leading power company, RWE.

The energy required to heat water in residential buildings represents no more than 4 per cent of national consumption. The potential cost savings from this application of solar energy are therefore significant but not dramatic.

The next step in the development of the technology will have a greater impact: about three-quarters of the energy used in British dwellings is required for space heating, almost 22 per cent of national energy consumption. Solar space-heating systems, when they can be economically introduced, could offer substantial savings to householders.

Research studies have produced a variety of ideas. For example, South African scientists have suggested that a swimming pool covered with a transparent plastic sheet can function as a solar collector, providing almost

Why squander good money on fuel when you don't have to?

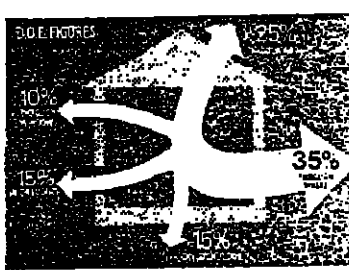
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What is a B.M. Foam House Blanket?

Very simply, it's a layer of pure, white, plastic foam that's sandwiched between the inner and outer walls of your house.

How can a B.M. Foam House Blanket save you up to 33% (or more) on your fuel bill?

Easy. Every house, unless it's properly insulated, loses heat through its walls, roof and windows. The greatest heat loss, however, is through cavity walls.



The B.M. Foam House Blanket reduces heat loss through cavity walls by more than 75%. That means, of course, you burn less fuel for a shorter time to get the most heat out of your system.

Obviously, the less fuel you burn, the lower your fuel bill!

How much does it cost?

Compared to double-glazing, very

little indeed. Depending on the type and size of your house, a B.M. Foam House Blanket will cost you between £40-£100. (Double-glazing could cost you anything between £120-£600.)

If you spend £100 a year on fuel, you could recover the cost of a B.M. Foam House Blanket in 2-3 years at most!

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Yes, provided it has cavity walls. (If your house is less than 40 years old, it's almost certain to be cavity wall type). In any case, your house will be checked for suitability by a specialist surveyor prior to installation.

How long does it take to install?

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Installation is quite simple and is done with a minimum of noise, fuss or mess. From the outside.

After drilling small holes in the mortar between bricks, a squirt-gun is used to flood the cavity with foam. Afterwards the holes are filled with matching mortar, leaving no trace.

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## Turbulence over Portugal that put BBC to the test

ing to the book, "The British Press and the Public Interest" against the decision to sack them and to that extent their alleged inability to state or perform satisfactorily in court. But the book is still in court. But the book has been bought by them. They have been bought by them. But the book is of some general interest: it demonstrates, wherever the limits of the activity must lie, even in the most respected and trustworthy media like the BBC. The book was at crisis-point, Mr Mansell said. "This is a tradition of a democracy and the views of the citizens, although the traditional parliamentary democracy is stepping up a demonstration of open information, as Mr Mansell suggests, a 'remnant of the tendency to want to avoid the world'".

It is clearly a consensus of British political and central authorities that the democratic should be preferred to the revolutionary. It would be astonishing if there were not, and that the news of the normal beliefs affects the press in which they choose

## Bernard Levin

not of him.  
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"billionaire" however: The  
side of the British spec-  
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ion are entitled to, Mr  
ll believes, as in a Euro-  
democracy. The com-  
Morning Star is quoted  
requently by the BBC than  
newspapers because its  
is smaller and the party  
w votes.

In Portugal, the political  
is picked out with refer-  
to the large number of  
gained at the last Portu-  
election by the social  
ists: "I think the centre  
Portuguese politics is much  
to our own than some  
others there imagine." The  
approach to the news  
likely to be shared by  
who support radical and  
billionary parties in Portu-  
guese would say that the  
process of "objective"  
asking has its limits, and  
content the BBC cannot  
taking sides in the Portu-  
struggle between revolu-  
tionaries, parliamentarians and  
authoritarians. "You stem from  
the bourgeoisie, you stem from  
the social system you stem  
from," Mr. Mansel said.  
On historical evidence,  
seems unlikely to have  
any vulgar arm-twisting  
The Foreign Office on this  
The BBC External Ser-  
construct the national  
"which" they are  
used to promote as best  
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democracy at work. They  
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of Suez, provoking plans  
for government takeover;  
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The Foreign Office pays for  
C broadcasts: but only  
ed system of political  
defines their contents.

David Leigh

*The author is Conservative MP for Guildford.*

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Here we all are enduring another grey and grim British winter. Yet for a mere £993— or £6,430 if you wanted the best cabin—you could have 92 days away from it all by book-ends of the year. The P & O flagship *Camberra*, which set sail on a 32,500-mile voyage into uncharted territory from a dull and drizzling Southampton yesterday, will also experience the P & O aboard. Alan Hamilton went to see them off, and reports:

No amount of military bands on the quayside, paper streamers or people with that sort of monotonous, repetitive, and factitious that world cruising is not what it used to be. I mean, when you are spending the best part of £3,000 on the annual holiday, you can't complain the less. It is a big much to have to wait half an hour to get a cup of coffee in the bar.

The electronics wholesaler from Lancashire who was vainly trying to attract the steward's attention to the P & O's first cabin, at only just over £3,000 per person for himself and his wife. "Harold Wilson has said that if we have any money left in three months he'll take it off us: so we thought we might as well give it to the P & O," he said.

His wife said they had booked on the Queen Elizabeth 2 world cruise last year, when cancelled at the last minute when they realised their business was slowing through difficult period. "I don't know if it's a bad omen, but I think they're still not good. But if we worried about that this year and called it off again, just think of the worries we would have next year." They were not rich, said her husband, and

## £6,450 escape from hard reality

gers of similar age their insurance policies were maturing, and it was better to splurge it now than to wait until it was so small that it was eroded by inflation.

Mr and Mrs Evans from Jersey had tried to book the more expensive cabin on the ship, but had to be content with a more modest one, which cost only £5590 per person. Mr Evans generously opening a bottle of champagne for me, told me he had already booked for next year's world cruise, on which he would have pushed the price of the best cabin up to £7,171 each.

Evans, aged 74 and retired from the chairmanship of a photocopier firm, said that this was his seventh world cruise. "Standards are not what they were, but of course this is understandable. We still like it."

"We are not too happy about the ship going one class. One tends to pick up young people—lumberjacks and whalers and the like—who move around the world rather irresponsibly and sleep six to a cabin. They leave the swimming pool, the bar and the swimming pool. No, we are not here to escape from the gloom of Britain: living in Jersey we are of it but not with it, if you see what I mean."

Down in the bowels of the 45,000-ton liner, in the cheap-

widowed 76-year-old woman and her daughter were making friends with their bedmates. "This is my first world cruise. But I don't think I'll be going again. It's so much trouble getting ready, and having all the injections. And the service is so bad these days; it's a pity they do anything for you at all," said the mother.

Passengers will not be bored. Besides the 230,000 cans of beer, 80 tons of meat and half a million teabags, the ship is loaded with everything. Max Lafia, a former world champion bridge player and two ballroom dancing teachers. And in spite of muttered asides about the equality of service these days, P & O are deriving satisfaction from the fact that one of the passengers is the mother of the captain of their arch-rival, the QE2.

## First-timer

Joe Gormley, the president of the National Union of Mineworkers, addressed his first literary luncheon club in London yesterday. As if that was not nice enough, he departed from the Pasternosters' convention and became their first speaker to consent to speak on the record since their foundation in 1932.

literary allusions in his address, but stuck to talking about his own view of industrial relations. He made his points with matery forcefulness: "If we all agreed to work for nothing, next day we would be unemployed," he said, "the country's problems, and I'm not asking my members to work for nothing. I don't know how you lads are fixed."

The lads he was addressing—authors, publishers and people in the book trade—took it appreciatively, even when Gormley told them about the national overtime ban his executive had discussed at a meeting immediately before the lunch. "What answers me?" he asked, laying the blame on the management. "Is the stupidity of people who are always willing to work overtime?" he asked of those who are always willing to pick them up."

"You're not up to worry about the militants in my union," he added reassuringly. "I don't think I'm as big as I once gave them the moon, they would kill want a moonier belief. What I have to do is to keep 15 serious-minded people working together."

Gormley handled questions confidently ("Are you asking me to tell me?" he asked) interrupted one questioner who was talking at length about the (Lurgi process).

Gormley said afterwards that he seldom had time for such occasions, as he usually turned up late from the office the following morning—speak for an hour with £200 attached to each. But he would take all but £15 out of that. The visit to the Paternoster (unpaid) he undertook



View list plus a couple of thousand with particular Bulgarian interests. Nearly all of them seemed to arrive in the half-hour before six o'clock, the time of the official opening ceremony. The first thousand were able to get somewhere near the ceremony but the rest were forced to wait for up to an hour on the stairs, and many stalked off without seeing the exhibition.

They missed hearing Lyudmila Zhivkova, the Bulgarian Minister of Culture, speak at length about the "ancient and enigmatic Thracian culture". Then Fred Mulry, her British counterpart, spoke about the same subject with surprisingly detailed knowledge.

Crowds in near by pubs bore witness to the fact that many had decided to seek less enigmatic cultural refreshment elsewhere. A museum spokeswoman admitted, yesterday that the arrangements had been inadequate, because of the heavy attendance publicity and a far larger attendance than expected. For those who missed it she had this comforting thought: "By next week anyone who comes will have to wait that long."

**Happy choice of phrase by Peter Rineham, planning director of Thames Council, commenting on complaints by neighbours of Hugh Scanlon about a window into his Broadchurch home: "We looked into it and found Sir Scanlon was within his rights."**

**PHS**

## Culture shock

The British Museum will have to do something about the arrangements for its Private Views of special exhibitions. I wrote a few months ago about the confusion at the opening of the American Bicentennial show there, and Wednesday night's opening of the splendid exhibition of Thracian treasures was much worse. The Museum had invited

**Happy choice of phrase by Peter Ringham, planning director of Thanet Council, commenting on complaints by neighbours of Hugh Scanlon about a windmill: the Engineering Union leader put into his Broadstairs home: "We fooled into it and found Mr Scanlon was within his rights."**





## LETTERS TO THE EDITOR

## WITHOUT A GOVERNMENT AGAIN

Whatever the Italian Socialist Party hopes to gain by precipitating a new ministerial crisis, it has clearly not won any popularity either with other political parties or with political commentators. The overwhelming consensus is that this decision is an unhelpful one. No one seems to think the Socialists have any chance of obtaining the "emergency government" which they say they want—that is a government in which they themselves would return to office, which would commit itself to a left-wing economic programme, and would explicitly accept Communist support at least on certain issues.

Such a formal acknowledgment of the Communist Party's apparently inescapable creep towards power is unacceptable to the Christian Democrats—who whatever their faults are still the largest party. They have not given up hope of turning the Communist tide, and some of their leaders believe that any concession made to the Communist Party will make their eventual defeat that much more difficult. Others accept that the Communists will have to be brought further into the political system (though not necessarily into the government itself). But they do not wish to provoke their own supporters, many of whom are sincerely anti-communist, by taking such a momentous step within sixteen months of the next general election; nor are they disposed to allow the Socialists to play the role of umpire or midwife in bringing about a new political alignment.

It is generally assumed, therefore, that the crisis will be a prolonged one and will end in that early dissolution of parliament which the Socialists say they do not want, and which certainly no one else wants. For while almost everyone agrees on the need for a "clarification" of the Italian political set-up, it seems unlikely that this can be provided in present circumstances by a general election.

It is true that a general election held now would hardly be a carbon copy of that of 1972. The marked swing to the left which occurred in the regional and local elections last June would almost certainly be repeated, at least to some extent, on the national level. But that would not clarify anything that is not already clear. The Christian Democrats would, barring miracles, still be the largest party. The Communists would still be the second largest, and the Socialists would still hold the balance. But the voters would have cast a vote without any clear significance because the position of the parties they were voting for would remain thoroughly ambiguous.

If any real clarification is possible, it must come from the party congresses which are to be held in the next few months—and especially from that of the Christian Democrats which will see a confrontation between the reformers represented, albeit reluctantly, by the party's present general secretary, Signor Zaccagnini.

and the conservatives whose driving force remains the diminutive but irrepresible figure of Senator Fanfani. But the dissolution of parliament would of course entail the postponement of the party congresses, the freezing of the genuine debate within parties, and its replacement by a sterile rhetorical slanging-match.

The Socialists have thus taken on themselves a heavy responsibility. They have done so presumably because they saw no advantage for themselves in the course events were otherwise taking, which was propelling Christian Democrats and Communists towards a tacit agreement over their heads, if not a clandestine one behind their backs. They are certainly right in stigmatising the country's economic situation, and probably right in judging that the government's economic measures were inadequate to deal with it. And by supporting the government in parliament they were incurring responsibility for the economic situation, without obtaining any compensatory influence on policy. But a political vacuum is hardly likely to produce a more effective economic policy, and the country will hardly thank the Socialists for creating one. Perhaps they would do better to return to office on the basis of some face-saving formula, rather than hold out for concessions which the Christian Democrats cannot make and the Communists do not yet want.

## GENERAL TAX OR SPECIAL CHARGE?

The Thames Water Authority is not one of those far-flung rural operations whose customers might at first sight have been expected to feel the effects of the recent House of Lords ruling on sewerage charges most sharply. Compared to East Anglia, say, it must serve relatively few dwellings that are not connected to the sewers. The burden of the judgment that such places should not have been charged for the service falls on it too, however. It has so many sewerless buildings of other kinds—principally small shops—that next year's charge will be 21 per cent higher than it would have been if the Lords had decided the other way. This is fully equal to the level that is likely to apply nationally—a point not without relevance to the basic issue in the controversy.

The argument was over the familiar problem of the difference between a tax and a charge. Government provides various services for the common good, and raises money for them by taxing us whether we directly benefit or not. If just the parents of children paid for schools, or just the sick for health services, the quality of those services would be so low that society as a whole would suffer. There are

borderline cases where the balance of individual and general advantage is less apparent, and the case of the house without main drainage is one of them. For the householder, being connected to the system may be a convenience that he would like but feels he cannot afford. The advantage to him of the fact that some distant market town is not subject to flooded streets or to epidemics of typhoid may seem considerably less immediate.

So when two years ago such householders began to be charged explicitly for sewerage, many of them were indignant. In fact they had been paying for it for years as part of their rates, but a new form of collection made the fact prominent. Some went to court on the grounds that the Water Act of 1973 did not give the new water authorities, which had taken over from local government, the power to make the charge when no direct service was provided. The Act was in fact confused and vague, and the Law Lords found, by a majority of three to two, that it did not confer the power. This victory of the individual over bureaucracy was pleasing in itself, but in reflection it appears more ambiguous.

Obviously householders connected to the sewers will have to pay more—particularly because the Government has decided that the cost of the mistake over the past two years should be met by these bystanders, and not by the community as a whole through rates. Householders who are not connected are likely to find that water authorities will charge much more for emptying their septic tanks. As for the principle, sewerage, like the supply of pure water itself, does seem to fall most naturally into the category of those services which benefit us generally. Even if remote farmhouses could survive without it, the hereditaments in cities that are not connected would scarcely be tenable.

The Government will have to bring in a Bill to make clear exactly what water authorities can charge for now, and to arrange for householders who were unlawfully charged to be recompensed by the rest. There is no intention, apparently, of setting right the original error and making everyone pay for the service in future. But a mistake does not become sacrosanct just because the Law Lords have pointed it out. The charge should be made general once more.

## CANTERBURY'S MAN ON THE CONTINENT

The reported intention of the Anglican church to institute a Bishopric of (in) Europe is a piece of ecclesiastical modernisation of which every forward-looking person must approve. The duties to be performed now belong to a pluralist who is both Bishop Suffragan of Fulham, in the diocese of London, and Bishop of Gibraltar. In the former capacity he is pastor of Anglican souls incarnate on the Continent everywhere between the Pyrenees and Lapland, while his diocese of Gibraltar sweeps in a more southerly arc from the Azores to the Caucasus. The arrangement contradicts administrative practice in that the title provides insufficient clue to the function. It leaves one little better informed about the nature of the Right Rev. J. R. Satterthwaite's responsibilities than a similarly archaic dignity just bestowed on Mr. Harry Corbett, Officer of the Most Excellent Order of the British Empire, leaves one informed about Soory.

A new title is indicated, but the Anglican church cannot have

"Bishop in Europe" for the sufficient reason that it already has 70 diocesan bishops in Europe and goodness knows how many suffragans and assistants. For Europe happens to include the British Isles. It always has and it always will, irrespective of anything that happened on January 1, 1973. The proposed title therefore would not adequately distinguish the new man from, say, Bath and Wells.

So what can we suggest? It is open to the church to revive an earlier usage. The titles of bishops forced to abandon their dioceses by the incursion of infidels used to be preserved with the addition of the phrase *in partibus infidelium*. That was an earnest of Christendom's confidence in the recovery of its lost territories, and a useful incentive to the resources of ecclesiastical patronage. The cases are not strictly parallel, but "Bishop of Europe in partibus" is a kite worth flying. If offence were taken (and you can never be sure how these Continental jockies will jump) it would be explained to them that the apostrophe con-

ceals not the word *infidelium* but the words *fratrum ad tempus separatim*.

It might be better to take the title of the see from one of the historic ecclesiastical seats within the area of its jurisdiction. Geneva, for instance. But it would be splitting in the eye of history to yoke that city to the ecumeny. No such objection adheres to that other (and somewhat wayward) seat of churchmanship situated to the south of the Alps. So let him be Bishop of Rome.

The fact that there already is one should be no bar—there is more than one bishop of Liverpool, of Southwark and elsewhere. The ecumenical impact of the measure would be incalculable. A post-conciliar Vatican would surely accept the compromise without the affronted papacy which gripped Lord John Russell and his government when the boat was on the other leg in 1850. And if the consecration of an Anglican Bishop of Rome required reinterpretation of the thirty-seventh of the XXXIX Articles—well, such feats have been performed before.

## London art market

From Mr J. A. Floyd  
Sir, The contention expressed by your Sale Room Correspondent, Mrs Geraldine Norman, on December 23, that "the art market may be shifting out of London" is completely untrue so far as Christie's is concerned, and I am surprised that my old friend, Mr George Levy, should give credence to this in his letter in today's issue (January 8) and even more so that he should attribute it to the imposition of a 10 per cent buyer's premium. If anything the reverse is the case. The following facts and figures speak for themselves.

Christie's United Kingdom sales totalled over £11m this autumn (or 69 per cent of our total sales) compared with £5,500,000 (66 per cent) during the same period in 1974. Mr Anthony Thorneycroft of the *Financial Times* reported on the same day as Mrs Norman's article: "Christie's foreign sales only expanded from £4.3 to £4.8 million. The major gain was in London, even though the King Street saleroom held 113 sales, 45 less than last season. The reason for the smaller number

of sales at King Street was that we held 121 sales in our new saleroom, Christie's South Kensington.

Mrs Norman said in her article that Christie's results were "more difficult to interpret" (than Sotheby's). Can this be because Christie's figures did not match up to what seemed to be her preconceived opinion on the state of the art market? Mr John Herbert, who has directed our press office for many years and is in daily touch with Mrs Norman, tells me that she expressed the view in his office at the beginning of the autumn season that there might be a fundamental "shift" out of London, and repeated this during the first two weeks of December. When he gave her the results on December 22 she expressed her surprise that the total was as much as £11,500,000 and that the United Kingdom sales were mainly responsible.

It is surely proof of the confidence of foreign collectors in the London market that over a quarter of the lots in our important Old Master sale on November 23 came from abroad, while in the Impressionist sale on December 2 no fewer than 75 out of 94 works in the morning sale belonged to foreign

vendors from 10 different countries while buyers came as usual from all over the world.

I do not wish to labour the point and fully admit the importance of our foreign sales such as those in Geneva, but I and my colleagues feel we cannot leave such a misleading report unanswered. It is not only the question of my firm's reputation but the damage it does to London as an art centre. Your correspondent's reports are used as source material by newspapers all over the world and their reports are often an influential factor when collectors are considering whether or not to send their works of art or sale in London. The post-war success of the London art market is due to the combined efforts of the British fine art trade, auctioneers and enlightened attitudes of different governments over a number of years. All markers, however, can be damaged by loss of confidence which can easily be brought about by inaccurate reporting.

I am, Sir, your obedient servant,  
JOHN FLOYD, Chairman,  
Christie, Manson & Woods Ltd,  
8 King Street,  
St James's, SW1,  
January 8.

## Containing terrorism in Ulster

From Professor Bernard Crick  
Sir, There is much to agree with and much to disagree with in your editorial on Northern Ireland (January 7). At different times one has to walk up and down both sides of the question: Northern Ireland cannot be governed without the consent of the majority; and Northern Ireland cannot be governed without the consent of such a large minority. One may doubt your judgment that it was a mistake ever to have abolished Stormont (if only the Unionists had used their power more wisely) and equitably, but they did not; and share your sense, particularly in relation to what is likely to be said in Monday's debate in the House (how easy it is to come to terms with the real fears of their supporters), that the Majority Report has to be taken as a starting point.

The most realistic hope may be a voluntary coalition for the sake of the emergency (how can UUCU leaders think that the security situation is soluble without the support of the SDLP leaders, on conditions that do not lose them their support with their people? What if the UUCU boycott a recalled Convention? Is direct rule the only answer, which in the long run would almost inevitably lead to a re-partition?)

William Craig, with sincerity and courage, simply for the sake of provincial self-government, tried to convince his fellows and to come to terms with the SDLP. The latter proved easier than the former. If such a coalition were to change the Government's objectives, the White Paper into constitutional guarantees for the treatment and representation of the minority? The devil might say, give the UUCU a regular army formation, discipline and abide by the laws of the land. It bears no relation whatsoever to any intelligence or espionage organization. The main difference between the SAS and other military units is that the SAS are trained in and have special skills for operating against guerrillas and terrorists—just as the Tank Corps is trained to operate in tanks. Over the years they have developed a high degree of technique and it is for this reason that the SAS are so highly feared by terrorists wherever they operate.

There can be little uncertainty that the continued blast of wholly misleading and incorrect stories of the activities and nature of the SAS put out by the Provisionals over a long period of time has had a considerable effect on the thinking of whether or not to employ the SAS in Northern Ireland.

The introduction of the SAS into the Northern Ireland theatre will not be a success in this troubled area. I am sure that the steady work, good fieldcraft and total dedication of these men will have been contributory. I have no doubt also that there will be attempts by the terrorists' propaganda machine to blacken and besmirch the reputation of the SAS during their time in Northern Ireland and I would ask your readers to bear in mind the reasons for this when hearing reports of alleged activities. I hope that they will remember that the SAS has never operated outside the law.

If Mr Pitt is sincere in his condemnation of the recent atrocities in Armagh, then surely he will wish to welcome the arrival of the SAS in Northern Ireland and not condemn it.

Yours sincerely,  
COLIN SHEPHERD,  
House of Commons,  
January 8.

From Lord Brockway  
Sir, May I welcome your leading article on Northern Ireland (January 7)? It makes the most constructive proposals I have seen. The revulsion against the Armagh atrocities should impel the political

leaders to accept an emergency coalition for the specific purpose of united action to contain the appalling violence. It is to be hoped that Mr Rees may reconvene the Convention to propose this. The transference of responsibility for the RUC to such a government should also remove the doubts of the SDLP.

I would like to add a further suggestion. Whilst a temporary coalition government is necessary, a joint government between Unionists and Social Democrats cannot permanently be expected to deal with the dire economic problems of Northern Ireland. Their approach is fundamentally different. The need is to have a basic guarantee of civil rights to prevent the discrimination against the minority which occurred for 50 years.

With this assurance of democratic liberties any party government, following the control of violence, might be acceptable. A Bill to ensure such rights seems to me to be essential if there is to be hope of reconciliation.

FENNIE BROCKWAY,  
House of Lords,  
January 7.

## Nature of the SAS

From Mr Colin Shepherd, Conservative MP for Hereford  
Sir, I am sorry that Mr Gerry Fitt, the Social Democratic Labour Party Member of Parliament, should have fallen victim to the misleading propaganda put out by the Provisional IRA concerning the nature of the SAS.

The comparison with the CIA and the derogatory implications made by Mr Fitt on his BBC interview last night (January 7) are totally incorrect since the SAS, coming from the Ministry of Defence, is merely a regular army formation under normal military discipline and abides by the laws of the land. It bears no relation whatsoever to any intelligence or espionage organization. The main difference between the SAS and other military units is that the SAS are trained in and have special skills for operating against guerrillas and terrorists—just as the Tank Corps is trained to operate in tanks. Over the years they have developed a high degree of technique and it is for this reason that the SAS are so highly feared by terrorists wherever they operate.

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## Parliamentary drafting

From Mr E. R. White

Sir, On Christmas Eve I received from the Home Office a circular explaining to me in ten telescopic pages what the Children Act 1975 is about. Not to be confused, on New Year's Eve the Department of Health and Social Security presented me with a transcription of the Home Office Circular with some additions of their own. Both were agreed that there were many sections of the Act affecting Magistrates' Courts which were to come into effect on New Year's Day.

This morning (January 7) the Act itself arrived from the Stationery Office so I can now try to find out how the Justice and I ought to have been doing for the past seven days. Having looked at the Act, I

## Legal earnings

From Mr John Bacon, QC

Sir, Lawyers have for so long been a popular butt for criticism that it would be churlish and sadly lacking in a sense of humour not to enjoy Mr Bernard Levin's amusing article on the earnings of the Bar (January 6). Nevertheless it is difficult not to discern some slight dislike on his part for this branch of the legal profession which some psychologists might attribute to an unfortunate past experience, but which in any event is strangely at odds with the eulogies of praise he recently heaped on the head of counsel conducting the case for a television licence holder against the Home Office. Could the difference be due to the fact that on that occasion the

barrister concerned happened to be advocating a cause dear to Mr Levin's heart?

It is fervently to be hoped that Mr Levin will allow any bitterness to depart from his soul before it becomes corroded, and that the gentler and more endearing side of his nature hitherto reserved mainly for such subjects as Wagner, Russian dissidents and the late Dr Otto Klemperer may in charity extend to embrace even the Bar, so that after the chastening experience of this article it may with new humility (or renewed arrogance as Mr Levin would doubtless say) attempt to survive.

I am, Sir, yours faithfully,  
JOHN BACON,  
43 Marlborough Mansions,  
Canon Hill, NW6.

## Christian names

From Mr Leslie Dunkling

Sir, Christopher Bond (January 7) suggests that we compare the first names of comprehensive school children with the names on Mrs Brown's lists (January 5). The schoolchildren would be at least 11 years old, however, and some of the differences revealed would be attributable to rapid changes in fashion rather than differing social backgrounds.

It is possible to compare the name-giving habits of Times readers with the population as a whole by making a count in the Registrar General's Indexes of Births for England and Wales. These are freely available to the public at St Catherine's House, but there is at least a year's delay before births are recorded there.

Comparisons have been made for

## Staffing of the Diplomatic Service

From Mr Christopher Tugendhat, Conservative MP for City of London and Westminster, South

Sir, At a time when the Diplomatic Service is subject to increasing criticism, it is right to pay tribute to the efficiency and dedication of its members. Both as an Opposition spokesman on Foreign Affairs and as one of the MPs who initiated the recent spate of Parliamentary Questions concerning the scale and cost of our overseas representation, I gladly do this.

I do hope, however, that Lord Gore-Booth and his successors still in the Service appreciate that if MPs are to elicit the facts and figures that will enable us to form a view of the present situation and to consider what, if any, changes would be desirable, such questioning is absolutely necessary. Indeed, it is the only way to avoid prejudice getting mixed up with facts in the way Lord Gore-Booth fears.

I should also like to take this opportunity to make two other observations on his letter (January 7). In the first place, I do not think comparisons between the reduction of Diplomatic Service staff since 1965 and the performance of other government departments is strictly valid. As has been frequently pointed out during the public debate over the size of the Civil Service, one of the main reasons why domestic departments grow is that Parliament is forever passing Acts that load additional work on to their shoulders. The Foreign and Commonwealth Office does not suffer from this jacobus.

Secondly, it is not right to imply, as Lord Gore-Booth does, that those who are asking questions about the Diplomatic Service wish to undertake an excessive pruning of its remuneration. Some aspects of the remuneration are unique and others unusual. It is surely right that in these stringent times the Diplomatic Service, like everyone else, should be obliged to question its practices and to search for economies where these might reasonably be made.

Yours faithfully,  
CHRISTOPHER TUGENDHAT,  
House of Commons,  
January 7.

## Noise of Concorde

From Mr Ian Bell  
Sir, Mr Douglas Hurd's letter printed in your issue of January 3, which did not reach me until late yesterday, contains the enlightened proposal that the Diplomatic Services of the European Community should be pooled.

As a former member of our own Diplomatic Service, from which I retired two years and a half ago, I

am sure that many of us would regard this as a very welcome and logical development arising from a thorough-going merger of the foreign policies of the Nine. Until this happens, however, complete integration would hardly be practicable, even in "the smaller overseas countries" as Mr Hurd suggests.

In any case the change could hardly be brought about overnight but would have to be made in stages. On the other hand, if the differentiation were made, not, as Mr Hurd implies, between the larger and the smaller countries, but between the separate functions of diplomatic representation, a start could be made quite soon.

In the functions he lists he includes "protecting subjects". There is already agreement in principle on the introduction of a European Community passport. This presumably means the establishment of a Community Passport Office (or offices); and this could be the starting point of a Community Consular Service which could take over all the strictly consular functions—protection of the persons, property and interests of Community citizens, notarial acts, and so on—at present performed by the Consular Sections and provincial Consulates of the Nine. In this restricted domain the existing procedures of the individual member countries are very much alike and could easily be harmonized completely; and collaboration among staffs, set up to mine different nationalities need not be hampered by possibly conflicting foreign policies of their national governments.

Integration in this sphere could have many beneficial results. It would certainly reduce national diplomatic staff and expenditure. It would be to the advantage of individual Community citizens, since Community Consuls in overseas countries would, generally speaking, carry more weight with local authorities than separate representation does at present; and this in turn should reduce the number of cases in which protection issues become political. It would also be a useful exercise in intra-Community collaboration in a new field, with the administrative experience gained in this way, facilitate eventual integration over the whole range of Community diplomatic representation once current differences over foreign policy have been ironed out.

Yours truly,  
IAN BELL,  
Laver House,  
Broadford,  
Isle of Skye,  
January 6.

annual general meeting in December to be represented at these hearings. Because members found that Concorde represents an additional and intolerable noise burden. At no time have the British public had the opportunity to present the views of those under the path of Concorde since official consultation on aircraft noise does not exist in this country. The Washington hearings represented the only forum open to us, and the views presented on our behalf are the reasoned reaction to the noise of Concorde from those who have endured it.

Yours faithfully,  
JOHN BUTLER, Chairman,  
Heathrow Association for the Control of Aircraft Noise (HACAN),  
144 Park Road, W4,  
January 6.

From Mr C. M. Bernard

Sir, Your headline (January 6) referring to the medical inquiry into Concorde, and reading "Scales evenly tipped", brings great comfort to people like me who feared they might be unevenly balanced.

I am, Sir,  
Your obedient servant,  
C. M. BERNARD,  
United Oxford & Cambridge University Club,  
71 Pall Mall, SW1,  
January 6.

## No PoW remolds

From Mr Graham Reynolds

Sir, Concerning the report printed in *The Times* on January 6 entitled "Anglo-Japanese reunion plan for Kwa-I bridge", I have to inform you that your correspondent has been misinformed.

The report implies that I was a PoW myself. Mercifully I was not. I am but acting as an intermediary for Mr Takashi Nagase regarding a possible reunion in Japan itself: a Kwa-I reunion has never been mentioned and I would think it unlikely.

G. E. REYNOLDS,  
Chesham, Buckinghamshire,  
January 7.

## Franglais

From Mr Christian Darnton

Sir, A propos—or *bref*—*je*ner *Saché*—the German borrowings from the English language, of which some entertaining examples were given in today's issue of *The Times* (January 7): in 1938 there was a display cabinet in the Hauptbahnhof (main railway station) in München (Munich). This cabinet contained a tweedy kind of knickerbocker-jacket-and-trousers, bearing the label "Scotch weekend suit". Summertime it was a luridly-coloured made-up bow tie, described as "Sport-propeller".

Ergebenst,  
(Your obedient servant),  
CHRISTIAN DARNTON,  
Quina,  
Newtown,  
Bradford-on-Avon,  
Wiltshire.

From Mrs Patricia Rothman  
Sir, Will déante be the first casualty the Franglais war?  
Yours faithfully,  
PATRICIA ROTHMAN,  
25 Norfolk Road, NW8.

## Staging Aeschylus

From Mr Richard Osborne

Sir, Readers who were interested by your striking editorial "Aeschylus Still Holds the Stage" (January 3) may be interested to know that the 1976 Bradford Greek Play, to be performed in the open-air Greek Theatre in early June, will be the play discussed in the editorial,







Closing the performance gap in industry, page 19

## IMF ministers reach full agreement to sell gold and float exchange rates

From Frank Vogel, Kingston, Jamaica, Jan 8

Finance ministers at the Interim Committee meeting of the International Monetary Fund have reached full agreement on issues concerning gold and exchange rates.

According to ministers from Britain, the United States and West Germany, they were close to full agreement this morning on a scheme to increase access by member countries to the resources of the IMF.

It has been decided, conference sources said, to change the articles of the IMF to end the official role of gold in the monetary system and to permit the floating of currencies.

The exchange rate agreement envisages an eventual return to fixed rates, but officials from the Swiss and Italian central banks, as well as from the IMF, admitted that in the short term this should have little impact on the currency markets.

On gold, the official price of \$122.25 an ounce, which has been abolished with the ratification of this agreement by the governments of IMF member countries.

The way has also been cleared for the IMF to shed with the sale of up to 25 million ounces of gold for development aid purposes and the restitution of a further 25 million ounces to member countries.

The gold market price fell by \$2.50 an ounce yesterday, to close in London at \$136.00. This is the lowest closing level for almost a year. Dealers said that trading was fairly quiet and that investors appeared to be having

difficulty in assessing the likely impact of the sales agreement on the market.

Mr. Healey, the Chancellor, said here that the IMF gold sales could start as early as next month. But central bankers from several countries said it might take at least three months to prepare the details of the sales.

Bankers suggested that the Bank for International Settlements would be a prominent agent for the sale of gold. They added that there appeared to be little doubt that the French and the Swiss central banks would use the BIS for this purpose to ensure that the free market price did not slump as a result of the sales.

They thought there was a good chance that the Belgians, Dutch and West Germans would also bid for modest amounts. However, a few officials, including Mr. René Larré, general manager of the BIS, doubted if such strong central bank interest would materialize.

The most difficult issue to resolve here centres on increasing access by member countries to IMF resources. The aim is to enable developing countries in serious payments difficulties to borrow more.

The Americans have declared that they will go along with this proposal on condition that the surplus Opec countries can use their own currencies convertible and usable by the IMF in granting loans. But the Opec countries staunchly oppose this.

There were indications late today that the question of the

IMF using Opec currencies might be shelved temporarily and that increased access to IMF funds would be agreed, although at a level lower than that demanded by the developing countries.

These countries wanted a flat 50 per cent increase in their credit lines to the IMF.

The compromise appears to involve a 50 per cent increase in the amount that countries could borrow under their first tranche entitlement (one tranche equals one quarter of the total borrowing volume a country can obtain from the IMF).

This would be followed by a 33 1/3 per cent increase in the other three tranches. First tranche borrowings involve few conditions, while increasingly stiffer conditions can be imposed by the IMF on the later borrowings.

Should this solution be accepted, Mr. Healey explained here, Britain's borrowing ability from the fund would be greatly increased.

At present Britain can borrow up to 2,800 million special drawing rights (one SDR equals \$1.77). Its first tranche under the agreement would be increased, from 700m SDR to 1,050m, while its other three tranches would be increased from 2,100m SDR to 2,800m.

Thus Britain's total borrowing ability from the IMF would rise from 2,800m to 3,850m. Britain is unlikely to draw up this full amount, but could take advantage of the first tranche increase, conference sources said.

## W German jobless total jumps by 10 per cent

From Peter Norman, Bonn, Jan 8

West Germany's unemployment total rose last month by 109,200, or nearly 10 per cent, to 1,223,400, making 5.3 per cent of the working population.

The unemployment figure at the end of November was 1,114,200, or 4.9 per cent at the end of November.

According to Federal Labour Office statistics issued today, unemployment averaged 1,074,200 last year, or 4.7 per cent, compared with the 1974 average of 982,500, or 2.6 per cent.

Herr Josef Stöckl, president of the Labour Office, told a press conference in Nuremberg last December's upward movement was caused by seasonal factors. But while there were no signs of a cyclical worsening in the situation, the latest figures had produced no indication of an improvement, he said.

A drop of 8.1 per cent in the number of vacancies to 163,400 last month was exclusively a seasonal phenomenon, Herr Stöckl added. He refused to draw any firm conclusions as regards the economy from the figures.

He said that the numbers affected by short-term working rose by 8.5 per cent, or nearly 59,000, to 748,200 between mid-November and mid-December.

While signs of an improvement in the economy have still to appear in the unemployment figures, the Economics Ministry in Bonn published last month provisional data on industrial orders, showing a modest upturn in demand. On a seasonally adjusted basis, new orders rose by 2 per cent in November compared with October.

But there is cause to be treated with caution, because they can be subject to considerable revision. Belgian increase: The number of persons in Belgium entitled to unemployment benefits rose to 232,025, or 8.72 per cent, at the end of December from 222,437 at mid-December and 140,100 a year earlier.

Life premiums rise by 26 pc

Figures for 1975 released by the three life associations in collaboration with the linked life assurance group, show that overall life assurance and annuity premiums increased by 26 per cent from £746m to £943m during the year.

But within that total single premium business saw a 54 per cent plunge to £248m, the result of the fall in reflecting the virtual disappearance of guaranteed income bonds as a result of the much publicized difficulties in this section of the industry over the past couple of years.

New orders assured expanded by 31 per cent, from £26m to £34.1m, while new annuities increased 17 per cent to £1,100m per annum.

## Government spending gap narrows

By Melvyn Westlake

With only three-quarters of the current financial year gone, the central government borrowing requirement is already almost as large as the original Budget estimate for the whole of 1975-76.

The ultimate size of the deficit between revenues and expenditure now depends heavily on the next three months, which are traditionally a period for big tax-gathering. But figures published yesterday in the *London Gazette* confirm the growing impression that the deficit will be a good deal less than the pessimistic estimates common a few months ago.

They show a steady reduction in the cumulative rate at which Government expenditure on Supply Services and Consolidated Standing Services is exceeding spending in the comparable period of 1974-75.

At the same time, revenues in the last two months appear to be running strongly ahead of the level set at this time last year.

Spending in the first nine months of 1975-76, announced to £26,126m, an increase of £7,233m, or 38 per cent above the similar 1974-75 period. But this compares with a cumulative increase running at some 47 per cent after only the first two quarters of this year and the trend is still downwards, according to the Treasury.

The planned increase had been about 15 per cent. On the other side of those national accounts, total revenue receipts in the period April to December 1975, amounted to £20,378m, an increase of £4,555m, or 28 per cent above the corresponding period for 1974. The Budget estimate was for an increase of 19 per cent over the financial year as a whole.

The figures for expenditure, however, in December are particularly striking. For the second consecutive month, revenue shows a greater rise over a year ago than spending, at 36 and 22 per cent respectively. This was the reverse of the situation in six out of the first seven months of the financial year.

The cumulative deficit on the Consolidated Fund and National Loans Fund so far this financial year has reached some £7,664m. Although this figure excludes other small items within the central government borrowing requirement, such as national insurance fund flows, it none the less gives a broad indication of the borrowing requirement, which for the full 1975-76 year was originally estimated at £7,827m.

If the final three months showed the traditional excess of revenues over spending, then the borrowing requirement might not be very widely off the original target.

However, the seasonal pattern was thrown out when the last quarter of 1974-75 proved to be in deficit by almost £1,000m. This was partly because of unusually high spending and partly because of low corporation-tax payments.

It remains unclear how buoyant revenues will be this year. Earlier it had appeared that the total public sector borrowing requirement, which in addition to central government borrowing indicates that state industries and local authorities could be as much as £2,000m to £3,000m above target, will be exceeded by as much as £1,000m.

But it is not clear how much of this will be met by the central government, which has appeared progressively less in recent weeks.

Shipyards 'facing closures'

By Peter Hill, Industrial Correspondent

Many European shipyards face the prospect of closure or amalgamation with the industry leading to substantial redundancies.

In the face of fierce and successful competition by the Japanese yards in picking up the few orders that are available, prospects for the shipbuilding industries of Europe look decidedly bleak.

There are forecasts today that yards in Britain may have to lay off up to 10 per cent of their workers before the legislation which will bring the industry into public ownership has been passed.

European shipyards have been attacking the Japanese for quoting what they claim are "dumped" prices for new contracts.

In many cases these have been up to 45 per cent below prices quoted by European yards for the same ships, with the result that the Japanese have been attracting the bulk of all new orders placed in recent months.

In its latest survey of the shipping scene, Mullion & Co (Shipping), of London, noted a certain ambivalence in European attitudes towards Japanese Government-subsidized shipbuilding companies within the EEC.

The company forecast that closures or amalgamations of yards in Europe will be the outcome of the present recession.

Meanwhile, the industry journal, *Marine Week*, stated that unless there were substantial new orders for British yards in the next few months, redundancies amounting to 10 per cent of the industry's workforce could be expected.

## Boveri rights issue poser for Mr Varley

By John Brennan

Brown Boveri's proposed £2.1m rights issue poses an intriguing problem for Mr Varley, Secretary of State for Industry. As nominal holder of the Government's 12.27 per cent stake in BBE, he will have the option of subscribing £266,000 of taxpayers' money in taking up the one-for-four issue, or letting the issue pass, and thereby guaranteeing that full equity control of Britain's major industrial instruments group passes to the Swiss group, Brown Boveri.

The Government's dilemma stems from the decision of the Industrial Reorganization Corporation in 1963 to pay £3m for a 24 per cent stake in the ailing George Kent Group. This share stake proved to be the key to the recovery battle for Kent, which was then taken over by the Swiss Boveri through the autumn of 1974. Mr Varley's predecessor, Mr. Benn, eventually decided to back the Swiss offer in October, 1974, and the Government left with its present 12.27 per cent stake in the restructured group.

Although de facto control of the BBE group passed into the hands of Brown Boveri's Swiss management in 1974, at least lip-service had been paid to the initial logic behind the IOR's £3m investment—to preserve a British instrumentations industry—because the Swiss group held only 49 per cent of BBE's shares.

Now, however, as the BBE rights issue has been underwritten by Brown Boveri's Swiss parent, any failure to take up the issue on the part of holders of the remaining 51 per cent of BBE's shares will shift complete control of the group to Switzerland.

The Takeover Panel has permitted Brown Boveri to waive the requirement to make a full offer to BBE's other shareholders if its stake does slip over the 50 per cent mark. So, seven years and £3m after first stepping in to save the instrumentations industry, the Government could find itself a minority shareholder in a Swiss-controlled group which Varley takes up his rights or not.

Financial Editor, page 19

British Gas seeks Euroloan

By Christopher Williams

British Gas Corporation is seeking to raise \$40m through a Eurobond issue. It will be the first public dollar-denominated issue by a nationalized industry since the British Steel Corporation raised \$50m two years ago.

The issue, being arranged by S. G. Warburg, is being brought to the market at a time of keen investor appetite for new bonds, and the five year maturity has been tailored to satisfy the special preference of the market.

Coupon on the issue is expected to be 9 per cent, which is slightly above the 8 1/2 per cent being offered on a comparable issue by the European Coal and Steel Community at the moment. But the ECSC's issue is the first to have breached the 9 per cent barrier for more than six months.

Response to the British Gas issue is likely to be closely watched by other major United Kingdom public sector borrowers. These were permitted to borrow through dollar issues in the March Budget of 1973, but after a spate of offerings, mainly by local authorities during 1973, the market has effectively dried up to British borrowers since the beginning of 1974.

Individual records were set by Triumph, Jaguar and MG and more than 50 per cent of total sales were convertible, of which British Leyland is now the biggest supplier in the market.

The Triumph TR7 which went on sale in April, was received with tremendous enthusiasm and made a significant contribution to sales, the company stated yesterday.

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## Car delivery men vote to stay out

By R. W. Shakespeare

The week-old nationwide strike by car transporter drivers, which is stopping deliveries to dealers and to docks for export, is to go on, and it now threatens to disrupt production at some car assembly plants.

Yesterday the 250 drivers from the Liverpool depot of Silcock and Colling, where the dispute over pay demands began on Monday, voted to stay out and to meet again next Thursday.

In all about 1,000 drivers employed by the company at seven depots up and down the country are on strike. It seems certain that the strikers elsewhere will follow the Liverpool lead and stay out.

On Monday shop stewards from all of the depots will meet in Coventry to decide a joint policy. Among matters likely to be discussed is the possible case they may bring to the Advisory Conciliation and Arbitration Service, which has indicated that it will be prepared to meet the company and transport and General Workers' Union representatives next week in an effort to resolve the dispute.

The drivers are claiming the maximum 56 a week pay increase allowed under the Government's pay code "without strings". The company says the increase must be linked to improved productivity.

Meanwhile, 8,000 cars, worth more than £16m, are being stored in and around Leyland's assembly plant at Cowley, because of a three-month-old overtime ban and work to rule by the factory's 260 inspectors.

Leyland sales to America up 30pc

British Leyland sold 78,839 cars in the United States last year, 30 per cent up on 1974. Total car exports to North America in 1975 were worth more than £133m.

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## Warning against too rapid growth

From our US Economics Correspondent, Kingston, Jamaica, Jan 8

Mr. Ohira, the Japanese Minister of Finance, told the meeting of the International Monetary Fund here today that his country's economy was now pulling away from recession at a rapid pace, and would achieve a 5.5 per cent growth rate this year.

Finance ministers from France, West Germany and the United States have suggested that their economies would also show significant growth in 1976.

These predictions, according to Mr. Healey, Chancellor of the Exchequer, and staff economists of the IMF and Organization for Economic Cooperation and Development are not optimistic.

Mr. Healey has told the conference that these countries must take all necessary policy actions to ensure that their forecasts prove accurate. It appears that he, as well as some other European finance ministers, believe that the recovery might peter out late in the year.

International economics officials admit that there is a danger of this, but warned the finance ministers that there was a grave danger that the rate of growth in many major industrial countries might prove too great.



## Leyland and Ford defer rises to ensure competitive edge

By Clifford Webb

New-car buyers are benefiting from a price war with a difference being waged by the two largest manufacturers in the British market. With the next round of three-monthly price increases already overdue, Leyland Cars and Ford are sitting tight waiting for the other to make the first move.

Vauxhall increased prices by an average 4.39 per cent a week ago, keeping strictly to the three-monthly cycle which began nearly two years ago. Their previous increase was on September 30.

But Ford, which put its prices up a day earlier, has still made no move.

Leyland's comparable increase was due on September 15, but Mr Keith Hopkins, Leyland sales and marketing director, said: "We are sick of being the price leaders and allowing Ford to adjust their subsequent increases to give them an edge."

He kept his word and did not announce new prices until October 6—seven days after Ford.

Last night both companies refused to admit they were trying to upstage each other. A Ford spokesman said: "It would be discourteous to the Price Commission if we indicated when our prices would be going up."

## Rolls export earnings rise 50 per cent

By Malcolm Brown

Rolls-Royce Motors boosted its export earnings by 50 per cent last year. Mr David Plastow, group managing director, said in London yesterday that when all the figures were available it was likely that 1975 would show exports of more than £33m—about 42 per cent of total turnover.

For the first time, the company built more than 3,000 cars last year, 59 per cent of which were sold abroad. These exports earned £22.4m.

Sales to America were also a 42 per cent record, with 800 cars sold retail—a 21 per cent improvement over 1974.

The company's other main area of operation—diesel engines—direct exports earned more than £7m.

Mr Plastow said yesterday that about £5m to £6m would be invested in expansion and modernization this year.

At Leyland Cars a spokesman said: "A waiting game? What ever gave you that impression? We are applying normal commercial practices and if that makes us look more aggressive than in the past I won't quarrel with that."

"But something beneficial to the motorist is emerging from the present situation. Manufacturers are doing their best to break away from the three-monthly cycle of price increases which have been forced on them for nearly two years by soaring inflation."

Dealers for both companies believe the impasse will not be broken until the second half of the month, and are adamant that it will be the competition which gives way.

Meanwhile they have another and more pressing worry—a sharp drop in demand for low-mileage, high-priced, used cars. Because stocks of these models are still mounting some dealers are compiling waiting lists of motorists who want part exchange deals for new cars.

A Leyland dealer said: "I am not able to deal when I have disposed of a similar high-priced secondhand car. I already have too much capital tied up in unsold secondhands. A waiting list is the most sensible answer."

## Chrysler picks Japanese mini for U.S market

Los Angeles, Jan 8.—Chrysler Corporation's Plymouth dealers are being urged to increase sales of the Japanese mini car market with a Japanese import, the Arrow.

Plymouth unveiled the model at a preview here on Wednesday. It goes on public display tomorrow at the Detroit Motor Show.

Company officials said the car—about the size of the Toyota Corolla and Chevrolet Chevette—will carry a retail price starting at \$3,175 (about £1,587), excluding options and taxes. That makes it competitive with other small domestic and imported cars.

The Arrow, built by Mitsubishi, is the third Japanese car to be shipped to America by United States makers for 1976. It joins the Dodge Colt, also made by Mitsubishi, and the Buick Opel, built by Isuzu.

## Search for new UK coal deposits redoubled

The exploration programme for new coal deposits will be nearly double the planned level, thanks to rapid drilling work by the contractors carrying out the National Coal Board's schedules.

Sir Derek Ezra, chairman of the NCB, said yesterday that plans for the current year envisaged 59 boreholes, including four offshore holes to confirm under-seas reserves off the north-east coast.

The programme had been increased to 102 holes, and next year the board was considering spending £3m on the search for new sites which would involve 156 deep holes and 25 intermediate ones.

By March, 1977, the board should have enough information to decide the sites of all new pits which would be needed in the industry's 10-year development plan.

Exploration was adding new deposits to Britain's coal reserves list at the rate of 500 million tons a year. "In other words, we are finding coal four times as fast as we are currently mining it," Sir Derek said during a visit to Florence Colliery in Staffordshire.

Aid worth £26.2m given to the NCB under the Coal Industry Act this year has been formally approved by the European Commission in Brussels.

## NEDO chief calls for modernization grants to engineering sector

By Ronald Kershaw  
Northern Industrial Correspondent

Introduction of modernization grants for the engineering industry as a spur to early investment was advocated by Sir Ronald McIntosh, Director General of the National Economic Development Office, yesterday at Leeds.

Sir Ronald, who has put his ideas to the Chancellor and expects a reply next week, envisages grants for schemes costing up to £500,000 and started before the end of September.

He bases his views on the premise that as Britain went into the world recession later than its competitors it would emerge from it later.

"The pick-up will not be strong until the end of this year and the beginning of next," he said. "There will be a big job of building up investment and this will delay investment."

"Our top priority is to get an investment boom, bringing forward investment into 1976 which would not take place until 1977."

There were two choices, Sir Ronald continued. We could carry on with the present trend, slower growth of the economy, higher inflation, less investment and a later recovery from recession than our competitors which meant we would miss the next boom. We would not have the capacity to respond to the rise in world trade and our situation would be serious.

Alternatively we could modernize and reequip industry to bring inflation down, at least to below 10 per cent in 1977 and to get increased productivity as growth returns to the economy.

He said: "If we do that in the next three or four years when North Sea oil comes along we could have a very different picture in 1980-85."

"We could have a situation in which we had a modern industrial base, an expanding manufacturing sector, a steady but not spectacular rise in incomes and full employment. It is how we respond in the next two years that counts."

Asked about the possibility of help for the private sector of the steel industry, Sir Ronald said he hoped some sort of arrangement could be made for the private sector. There was a case for non-ferrous metals.

Peter Hill writes: Members of the British Independent Steel Producers' Association are giving careful consideration to the Department of Industry's reply to their inquiry on the possibility of government assistance to support stockpiling by the private sector.

The British Steel Corporation is to receive a measure of low interest loans and increased public dividend capital amounting to £70m to finance the building up of stocks of semi-finished steel so that it can take full advantage of when market demand improves.

## Industrial glove makers seek import controls

By Stephen Goodwin

Industrial glove manufacturers are preparing a fresh appeal to the Department of Trade for some form of import control to protect their sales in the home market.

Large imports of cheap general purpose industrial gloves from the Far East and East Europe have already hit United Kingdom production which has fallen by 60 per cent over the past two years. Short-time working and redundancies have resulted.

In a "normal" year manufacturers would have expected United Kingdom sales of

between £15m and £20m; but according to Mr Edward Little, chairman of the National Association of Glove Manufacturers, these are down by about 40 per cent.

The industry is represented by the British Glove Company, Charles Ockwell and Co., Swindon, is suffering with the rest. Over the past 18 months the overall workforce, which includes some outworkers, has been cut from about 120 to about 70.

The association claims that imports of general purpose industrial gloves are selling at much lower prices than British manufacturers are being driven out of their markets.

## 'Unfair' tax burden on independent

Too heavy a tax burden is placed on the self-employed, according to the Income Taxpayers' Society in its pre-Budget appeal to the Chancellor of the Exchequer.

In an open letter to the Chancellor, Mr William Clark, the chairman, points out that the self-employed are prejudicially affected by the transfer tax, capital gains tax, the fact that their income from savings is treated as unearned, and the higher rates of National Insurance contributions.

Among the specific recommendations suggested by the society, which has over 6,000 members, are an increase in personal allowances; a rise in the threshold for the investment income surcharge; higher child allowances; changes in the law relating to the taxation of a tapering off of capital gains tax on investments held for more than two years.

The obvious and regrettable inference of this juxtaposition is that our tax laws encourage excessive consumption (which the nation cannot afford), whilst discouraging investment in the tools of one's trade (which the nation so badly needs).

The case of the lawyer's books hinged, as I understand the report, on the question whether or not books are "plant" within the meaning of the Finance Act 1971. This question having been decided in the negative, it is too much to hope that our legislators will, when they come to draft the next Finance Act, take due cognizance of the judgment in this case, in order to right this manifest wrong?

Meanwhile, could not taxpayers in future similar cases argue that the books were acquired for use as door stops, draft exchequer paper weights or the like (all of which would presumably be regarded as tax deductible "plant"), leaving the Inland Revenue to discharge the onus of proving that they were in fact used exclusively for reference purposes?

I would submit that:

(a) there is no obligation at law on any Schedule D taxpayer to refrain from foolish extravagance on "plant";

(b) a single instance—proved by contemporaneous affidavits by witnesses—of the books being used for any such purpose would put them in the class of "plant" within the meaning of the Act;

(c) such classification would not be negated by any subsequent use for reference purposes.

Yours faithfully,  
H. SAUNDERS,  
Springfield,  
Harewood Road,  
Chalfont St Giles,  
Buckinghamshire.

For the CEI, faced with the prospect of a possible public inquiry, there is a big premium on getting its case in order quickly. Its board has now agreed a plan to set up a Fellowship body for eminent engineers—in effect a Royal Society of Engineers—which would complement the existing Royal Society that covers science as a whole.

There are 71 engineer Fellows of the Royal Society and they are being invited also to become members of the new engineering Fellowship.

A big role for the new body would be providing top-level advice to the profession through CEI and especially to government on matters of importance.

Later this month the CEI is expected to publish its report on professional engineers' increasing difficulties in securing better pay and conditions.

And in the private sector, where most of the 200,000 engineers who still do not belong to a union, the CEI report is expected to urge them to do so.

It is expected to short-list preferred unions, turning its back on the more militant unions like the Amalgamated Union of Engineering Workers and favouring those with an open door policy towards professional membership like the United Kingdom Association of Professional Engineers (UKAPE), the Association of Professional Scientists and Technologists (APST), and the Association of Supervisory and Executive Engineers (ASEE).

## LETTERS TO THE EDITOR

### Recognizing the influences at the root of British industry's malaise

From Mr Anthony A. Lettis  
Sir, Mr Magee, in his article in your issue of January 5, is guilty of the very fault of which he accuses management in industry. He is lazy in his arguments in that he over-simplifies a very complex problem; he attempts to extract political capital at the expense of providing an analysis in depth and he is quite unable to deliver the goods in the form of a few practical policies which might help to solve some of the problems.

The malaise of British industry deserves more than a few cheap gibes from Mr Magee. I believe it is true to say that neither workers nor management in this country are intrinsically less effective than in other countries. Why, then, are we less productive and why do we have so many unemployed? I think there are probably a number of basic factors influencing the climate in which we work and which contribute in the main to our malaise. The more important among these are:

1. Discipline and people's attitude to discipline has changed fundamentally in the past 20 years. Management must, no doubt, accept some of the blame for this, but I would suggest that more of the blame must be levelled at our educational system and at our politicians who are becoming increasingly expert in offering the soft option.

2. Experience suggests that business performance is significantly affected by the degree of competition in the economy. Lord Kahn disagrees with the latter, and Imis Macbeath (January 5) points out that the trade unions not only have management but that they are starved of funds and structurally incapable of constructive management.

3. There is an increasing tendency in this country to solve problems in a bureaucratic way. Prices and incomes control, legislation on industrial relations and medicalisation itself are all examples of this. If governments could be persuaded to spend a little less time in meddling directly in industry and a little more time in seeking to influence the environment within which industry has to operate, then I think a more positive contribution could be made towards some of our current deep-rooted problems.

Yours faithfully,  
ANTHONY A. LETTIS,  
Managing Director,  
Charles Lettis & Co Ltd,  
Diary House,  
Borough Road,  
London, SE1 1DW,  
January 6.

From Mr R. Garratt  
Sir, Your coverage over Christmas of the vested interests about the national economy and the reorganization of British industry has been remarkable for its length but depressing in its content. The over-concern with analysis is symptomatic of the demoralization, risk-avoidance, and creative poverty of the writers.

To take a few examples, we learn from Bryan Magee (January 5) that it is all management's fault, implying both that managers are not workers and that the unions are blameless. Lord Kahn disagrees with the latter, and Imis Macbeath (January 5) points out that the trade unions not only have management but that they are starved of funds and structurally incapable of constructive management.

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Yours faithfully,  
R. GARRATT,  
25 Camden Park Road,  
London NW1 9AX,  
January 7.

From Mr Eric Gabriel  
Sir, The professors of mechanical engineering in northern universities suggest the sending up of a Royal Commission to investigate the status and recruitment of professional engineers in industry (December 27). As a sometime graduate in mechanical engineering of a northern university, it now appears to me that the debate on this topic within the profession over the last 20 years has had no result. A Royal Commission may be the last resort, but I wonder if either the profession or the country has enough time left for this solution.

Perhaps status is not to be given or defined after all, but earned and achieved. When the country is proud of the achievements of its manufacturing industry, engineers will be proud to work in it.

For the time being, we could try selecting the most able graduates in and for manufacturing industry, give them responsibility and authority (and status!), reward them generously, strictly for results achieved. It might work quite quickly. It might even be cheaper than a Royal Commission.

Yours faithfully,  
ERIC GABRIEL,  
Glencairn,  
Cubriest Drive,  
West Kilbride,  
Ayrshire, KA23 9DU.

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3. There is an increasing tendency in this country to solve problems in a bureaucratic way. Prices and incomes control, legislation on industrial relations and medicalisation itself are all examples of this. If governments could be persuaded to spend a little less time in meddling directly in industry and a little more time in seeking to influence the environment within which industry has to operate, then I think a more positive contribution could be made towards some of our current deep-rooted problems.

Yours faithfully,  
R. GARRATT,  
25 Camden Park Road,  
London NW1 9AX,  
January 7.

From Mr Eric Gabriel  
Sir, The professors of mechanical engineering in northern universities suggest the sending up of a Royal Commission to investigate the status and recruitment of professional engineers in industry (December 27). As a sometime graduate in mechanical engineering of a northern university, it now appears to me that the debate on this topic within the profession over the last 20 years has had no result. A Royal Commission may be the last resort, but I wonder if either the profession or the country has enough time left for this solution.

Perhaps status is not to be given or defined after all, but earned and achieved. When the country is proud of the achievements of its manufacturing industry, engineers will be proud to work in it.

For the time being, we could try selecting the most able graduates in and for manufacturing industry, give them responsibility and authority (and status!), reward them generously, strictly for results achieved. It might work quite quickly. It might even be cheaper than a Royal Commission.

Yours faithfully,  
ERIC GABRIEL,  
Glencairn,  
Cubriest Drive,  
West Kilbride,  
Ayrshire, KA23 9DU.

From Mr R. Garratt  
Sir, I detect a growing concern about the "relevance" trend towards an unbroken public holiday from Christmas to New Year.

One solution, simple but perhaps controversial, would be to alter 28 days to December and end on February. This would allow the proclamation of the desired public holiday but in a form more consistent with economic needs. It would allow a bonus of an extra day of holiday each fourth year if the extra day were to be added, rather more rationally than now, to the end of each leap year, and would even give another day in which to celebrate the turn of the century.

I anticipate the response of those who can always argue why one should never do anything about anything and even some of their arguments, not the least of which will surely be that February does not rhyme with September.

Yours faithfully,  
ROBIN HARRISON,  
21 Parracombe Way,  
Northampton NN3 3PD.

From Mr R. Harrison  
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ROBIN HARRISON,  
21 Parracombe Way,  
Northampton NN3 3PD.

## Trawlers 'lost £23,000 a vessel last year'

British deep-sea trawlers made an average loss of £23,000 each last year, according to a costings investigation carried out for the British Trawlers Federation.

The figure takes account of government subsidies and depreciation, but even if depreciation is left out, then the trawlers made a profit of just £1 a day in 1975. The findings are to be used by the BTF to support a plea for continued government assistance, which was gradually phased out last year.

The BTF said the costings, carried out by independent consultants, showed that, because of soaring inflation, it now cost nearly £250,000 just to send a deep-sea trawler to sea and operate it, with a 12-hour meeting capital charges such as depreciation and interest.

A BTF spokesman said companies were continuing to operate "because most of them have understanding bank managers", but added that "the fleet must now decline still further. All companies are operating in the red, and the only way to cut losses is to take more vessels out of service."

The survey studied 258 trawlers in the deep-sea fleet, which showed a loss, after charging depreciation (but not interest on capital), of nearly £34m. The Government's financial aid reduced the loss

to £5.9m although if interest on capital employed were charged at a rate of 5 per cent the total would be above £10m.

Details of the investigation have been sent to the Ministry of Agriculture, Fisheries and Food, and Mr Austen Leung, director-general of the British Trawlers Federation, said last night: "The minister has said the Government will not continue financial aid in 1976, but he has indicated his willingness to meet us if we have a strong case to make. We feel the serious situation shown by this independent report constitutes such a case."

A spokesman said: "If it is accepted that these latest figures verify that the economic quayside prices are not the cause of the industry's problems, then, as the British Trawlers Federation has already pointed out, the Government is faced with a clear contradiction."

The Ministry has repeatedly said, and fishermen agree, that the industry must seek its return from the market. Ministers in the EEC take the same view, yet the Council of Ministers, with the British Government's support, has insisted on policies on marketing and third country imports (often heavily subsidized) that are wholeheartedly opposed by fishermen throughout the Community, because they prevent their catches getting a fair and economic return from the market."

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The meeting discussed the issue of general terms in the light of a recent visit to the share option market in Chicago by a special committee from the Amsterdam bureau.

Although the sources said discussions were in a very early stage, those associated with the project are understood to be optimistic that the new market can be set up in due course.

Among the issues still to be resolved is the attitude of the Dutch government, which although informed of progress to date, has yet to react officially to the proposals.

The special committee which visited Chicago is in favour of setting up a market that would offer options on contracts of international shares.

## Fire insurance centre project

Universal Insurance Co of the Irish Republic together with other insurance services management companies is to establish a fire insurance centre and reinsurance operation at the Shannon Industrial Estate.

The operation is expected to create around 300 white-collar jobs in the next four years.

Pending construction of premises, the company will rent accommodation at Shannon Airport House on Shannon Industrial Estate and hopes to be underwriting by June this year.

## Hopes mount for integrated engineering structure

By Derek Harris

A new peace formula for ending the controversy over reorganization of the engineering profession is being developed. Increasing support among the 15 bodies that make up the Council of Engineering Institutions.

There is a chance it could keep in the fold the Institution of Electrical Engineers which, at the beginning of this month, handed in a year's notice of resignation from CEI.

The Electricals, who regarded a compromise solution accepted by the other organizations last year as not sufficiently reformist, would not commit themselves last night on the new plan.

But in informal discussions a number of the institutions' leaders, and those in CEI headquarters, have discerned a greater flexibility by everybody towards reaching a new basis for working.

The formula is a changed voting system that would to some extent relate weight of voting to the size of an institution's membership.

This means that the larger organizations, notably the Institution of Mechanical Engineers, the Electricals and the Institution of Civil Engineers, would have several votes each to the one of the smaller bodies.

The idea came from the Mechanicals, and Mr Garth Watson, the CEI secretary, has also emphasized the need to maintain "the momentum of reform."

For the CEI, faced with the prospect of a possible public inquiry, there is a big premium on getting its case in order quickly. Its board has now agreed a plan to set up a Fellowship body for eminent engineers—in effect a Royal Society of Engineers—which would complement the existing Royal Society that covers science as a whole.

There are 71 engineer Fellows of the Royal Society and they are being invited also to become members of the new engineering Fellowship.

A big role for the new body would be providing top-level advice to the profession through CEI and especially to government on matters of importance.

Later this month the CEI is expected to publish its report on professional engineers' increasing difficulties in securing better pay and conditions.

And in the private sector, where most of the 200,000 engineers who still do not belong



BY THE FINANCIAL EDITOR

## Allied Breweries out of step

As expected with the greater exposure to the wine and spirits trade, under the last Budget's increased duties, the quarter rise in Allied Breweries' pre-tax profits to £26.2m in the last 20 weeks of the year to September 27 does not measure up to the near-40 per cent jump at Bass Charrington and strong performances by several of the regional brewers including Greenall Whitley and Greene King.

Profits for the year up by only 5 per cent to £60.2m on a turnover increase of 24 per cent was sufficient to unsettle the shares, which closed 13p down at 40p. And there are still likely to be qualms about Allied's balance sheet where rising working capital requirements—up £28m last year—largely as a result of the higher excise duties—constantly reduce the 40 per cent rise in interest charges to £14.2m.

Elsewhere on the trading side, industrial disputes have cut Allied's share of the beer market and larger sales may also be hindered by the lack of as strong a brand allegiance as the other brewers have developed.

There has been some pick-up in business over the Christmas period but wine and spirits sales remain dull. Breweries shares as a whole are likely to under-perform the rest of the market in front of the Budget, where there is talk of yet higher duties.

And there are also indications that the Price Commission is taking a tougher line on price increases. Allied's asseverations that it will not sell the Trust Houses Forte stake and the absence of a rights issue has removed some underlying uncertainty and it still has the edge over Bass in a yield of 7 per cent.

Final: 1974-75 (1973-74)  
Capitalization £338m  
Sales £737m (£544m)  
Pre-tax profits £60.2m (£57.4m)  
Earnings per share 6.11p (5.86p)  
Dividend gross 4.93p (4.48p)

## Erona Boveri Kent More Swiss money

Proceeds from Brown Boveri Kent's £2.1m rights issue and the additional £2m of seven-year money to be provided by Erona Boveri will go to fund the next stage in the rebuilding of the old George Kent Group. Since the injection of Erona Boveri's Swiss management and cash late in 1974, the industrial instruments market has been put back into the black.

A £104,000 loss in 1974 was followed by a £255,000 profit in 1975. Now BBK forecasts profits of not less than £2.2m in the year to the end of March, 1976. On this basis it hopes to pay a dividend of 1.58p per share for 1975-76, for a prospective yield of 5.7 per cent on the increased capital.

Priced at 25p, the rights issue has been pitched at a small discount to the current market price of 27p and is underwritten by the Swiss Boveri parent. With 49 per cent of BBK's equity already there, there must be a good chance that the Swiss will slip over the 50 per cent mark as a result of the issue. Permission to waive the need for a general bid to minority holders if the holding does exceed 50 per cent has been granted by the Takeover Panel.

There seems to be a reasonable case for other shareholders to take up their rights; the additional cash will add momentum to BBK's profit recovery and plans to strengthen trading links with the Swiss parent could add a customer for BBK's instruments and provide a stronger international market.

kering operation. But the old George Kent shareholders have had a rough ride, and may reasonably be reluctant to put up more money now. Moreover, it is never entirely sensible to risk becoming a minority shareholder.

## Discount houses Room for a re-rating

Clive Discount was noticeably down on the discount house sector yesterday, amid some disappointment that the annualized dividend forecast for the year of 5.2p, throwing up a yield of 7.4 per cent at 70p, was not higher. So while the talk is of "satisfactory profits" during the second six months of last year, the running margins available at that time were much narrower than earlier in the year.

Admittedly the climate for dealing in assets has been extremely good, but the discount market has so far resolutely refused to move back into the green, and the expectations must be for lower profits this year from Clive.

However, there is no reason to be disconcerted about the investment outlook for the sector as a whole. Recently it has been enjoying some relative revival, but over the past year has underperformed the market by a big margin. On the basis of those contracting running margins—at one point during the Christmas period they were actually negative—that is not too surprising.

There could be a sticky couple of weeks yet to come as well, since the market is expecting much prompter corporate sector payment this year than usual, the ratio being of £500m of potential borrowing to demand to meet the need.

But as February comes around, the background looks right to presuppose easier market conditions and as Treasury Bill issues diminish in size there should be some scope for lower rates. This should give the market some capital profits, although, of course, the absence of gilt holdings makes this much less of a factor than it might have been in previous years.

Still, it would seem realistic to anticipate reviving trading conditions during the first half of this year, and given that the discount house sector presently

Samuel Properties has been the target for innumerable bid rumours over the years. And in the past few weeks news of a possible placing of the shares has created speculation in the market that a full scale bid would come from Standard Life Assurance, which provided £38m of Samuel's major pre-tax funding operation in December, 1974. Talk of a bid at around a 30 per cent discount to Samuel's reported 107p a share net asset value has kept the shares moving ahead strongly since the new company was set up 3p more yesterday at 41p.

Mr Sydney Cowan, Samuel's managing director, confirms that the share placing took place. But as he and his family control over 50 per cent of Samuel's equity he would have of any bid approach and he says: "We've been a public company for 16 years and we've never had an approach from anyone. There is certainly nothing in the office at the present time. And news for the take-over gamblers. But with news today of a major letting in Germany adding around 10 per cent to the group's gross rent, Samuel should be back on the dividend lists next year and the share price is a sound medium-term hold as a recovery situation."

9 months: 1975 (1974)  
Capitalization £34.1m  
Sales £47.7m (£45.1m)  
Pre-tax profits £39.9m (£41.7m)

Interim: 1975/6 (1974/5)  
Capitalization £8.75m  
Dividend gross 1.54p

yields about two points more than the market as a whole there is room for some relative upward rating.

Interim: 1975/6 (1974/5)  
Capitalization £8.75m  
Dividend gross 1.54p

## ERF First half losses

Fordons proved the first of the Sandbach commercial vehicle manufacturing duo to hit trouble, but, judging by the interim loss and passed dividend, times are not very much happier at ERF. And but for a £150,000 turnaround in profit in the South African assembly and sales operation—partly offset by exchange losses below the line—the pre-tax loss for the 28 weeks to mid-October would have been of the order of £400,000, with the group hard hit in its first quarter by production problems on its new models and in the second quarter, by the slump in demand.

Nor, at this stage at least, does there seem much possibility of the group cutting back on its first-half loss by the year-end. True, production through the winter months has climbed to around 35 units a week—some 60 per cent of capacity—but that has only been possible thanks to highly competitive pricing.

In short, there seems little prospect of a return to profitability ahead of a general upturn in demand and that could well be some months away still. Meanwhile, it looks as if the year-end balance sheet in March is going to show shareholders' funds and borrowings roughly level pegging at just over £3m. That explains why the capitalization at 29p is a mere £1.3m and why the shares have a speculative tag.

Interim: 1975-76 (1974-75)  
Capitalization £1.28m  
Sales £11.7m (£10.9m)  
Pre-tax loss £0.26m (£0.38m)  
Dividend gross nil (2.48p)  
\* Profit

## Morgan Crucible Recovery deferred

With the fall in third quarter profits, at 18.6 per cent, only marginally lower than that recorded in the preceding three months, Morgan Crucible's nine-month figures are disappointing. For although the Thermic and Acorn divisions have continued to perform well, there are no signs in these latest figures of any recovery; indeed, with trading profits in the Carbon division now down by over 30 per cent, there are no clear signs even of benefits from the elimination of double-running costs on completion of the Morganite Electrical move to South Wales.

And with all its overseas exposure (over half the sales are derived from abroad), Morgan is still forecasting £5.3m pre-tax for the year as against £5.35m last time. In a good year the group undoubtedly has the capacity to make £7m pre-tax: but it now looks unlikely there will be a good year before 1976-77. Meanwhile, Morgan has again demonstrated that it is in no recession better; and although the 8.6 per cent prospective yield at 82p is undoubtedly a prop, neither the high prospective earnings multiple (13 on a fully-adjusted basis) nor the immediate trading prospects leave room for the shares to outperform the market.

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Capitalization £34.1m  
Sales £47.7m (£45.1m)  
Pre-tax profits £39.9m (£41.7m)

Kenneth Owen examines 'a crusade... to establish the real criteria for success' in business

## Closing the performance gap: what industry can learn from Japan

"The essence of technology is not research and development," said Dr Frank Jones, Fellow of the Royal Society, a director of the Mechanical Engineering Economic Development Committee, and former chairman and managing director of Mullard.

"You can't value technology until you sell the goods," said Dr Jones, who began an address at a recent symposium at Cranfield Institute of Technology. He went on to analyse the respective performances of Plessey in Britain and Sony in Japan, as examples of basic differences in the performance of the British and Japanese industries generally.

Starting from an examination of the detailed performance figures which are regularly available for Japanese companies, Dr Jones has accumulated a formidable volume of company information over the past few years.

Via platforms such as the Cranfield symposium and the Confederation of British Industry's CBI Review, next month, Dr Jones has given a lecture of the Institution of Mechanical Engineers—he is now leading a crusade to persuade British companies to analyse their performance realistically and to establish the real criteria for success.

Dr Jones's prime point is that the basic measure of success in technology is the added value—the difference between the sales achieved and the cost of the goods and services that are bought in. This represents the wealth that is created by a company or an industry.

Whether the technology is converting crude oil into petrol, or silicon into integrated circuits, Dr Jones points out, the economic facts are the same. The money available is the difference between the purchase at one end of the factory and the price obtained for the finished goods at the other.

Expressed per employee, the wide variation in added value between British and Japanese companies is evident from the accompanying tables, which are extracted from Dr Jones's figures. For Sony, for example, the added value is £10.4m per employee; for Plessey, it was £2.77.

The respective figures for assets per employee are also remarkable—just over £4,000 at GEC contrasting with £21,000 at Hitachi, for example—and the gap is getting wider, Dr Jones points out.

PRODUCTIVITY OF SELECTED COMPANIES, 1974									
	Plessey	GEC	Racal	Philips	Hitachi	Sony	Japan electronic industry	Japan industry (general)	
Employees	57,756	206,000	6,000	412,000	81,797	10,347	200,099	2,445,910	
Per employee:									
Total assets (£)	2,457	4,098	3,632	12,483	21,117	54,470	17,991	29,952	
Net tangible assets* (£)	895	1,117	1,173	4,168	3,068	3,941	2,645	8,255	
Sales (£)	4,487	6,829	8,370	11,160	20,128	40,573	21,994	29,841	
Bought-in goods and services (£)	1,710	3,591	3,898	8,203	13,897	30,171	16,191	21,761	
Added value (£)	2,777	3,238	4,674	5,957	6,431	10,402	5,603	6,060	
* Buildings, plant and machinery at depreciated value.									

DISTRIBUTION OF ADDED VALUE PER EMPLOYEE									
(in £s, with percentage in brackets)									
	Plessey	GEC	Racal	Philips	Hitachi	Sony	Japan electronic industry	Japan industry (general)	
Wages and salaries	2,121 (76.4)	2,138 (65.4)	2,576 (55.1)	4,457 (74.8)	3,267 (50.8)	3,367 (32.4)	2,553 (44.0)	3,410 (56.2)	
Welfare and pensions	18 (0.6)	5 (0.1)	100 (2.1)	50 (0.8)	161 (2.5)	208 (2.0)	104 (1.8)	154 (2.5)	
Rent	25 (0.8)	86 (2.6)	78 (1.7)	241 (4.0)	727 (11.3)	688 (6.6)	446.8 (7.7)	1,333 (21.5)	
Financial costs	16 (0.5)	50 (1.5)	115 (2.5)	50 (0.8)	193 (3.0)	623 (6.0)	288.9 (4.6)	291 (4.7)	
Local rates and taxes	188 (6.8)	428 (13.0)	805 (17.2)	334 (5.6)	431 (6.7)	1,985 (19.0)	820.9 (13.7)	549 (8.8)	
Corporation tax	282 (10.1)	407 (12.5)	789 (16.8)	347 (5.8)	424 (6.6)	2,350 (22.6)	841.8 (13.7)	593 (9.5)	
Net profit after tax	127 (4.6)	178 (5.5)	212 (4.4)	478 (8.0)	685 (10.7)	582 (5.6)	545.5 (9.4)	1,123 (18.3)	
Depreciation	2,777 (100)	3,238 (100)	4,674 (100)	5,957 (100)	6,431 (100)	10,402 (100)	5,603 (100)	6,060 (100)	
Retained*	237	506	886	548	845	2,700	1,023	1,466	
* Depreciation plus profit less dividend.									

But a new dimension is added to the comparison when the added value is examined in detail. As a matter of routine these details are filed by Japanese companies; added value is split into wages and salaries, welfare and pensions contributions, factory rent, financial costs (interest on borrowed capital), local rates and taxes, corporation tax, profit after tax, and depreciation.

As the second table shows, the proportion of added value which goes on wages, salaries, welfare and pensions ranges from about 38 per cent for Sony to over 75 per cent for Plessey. For depreciation of plant and machinery, Sony retains in the company £582 a head, while the Plessey figure is £127. The only money available for investment comes from profits; after paying shareholders' dividends, and including the depreciation allowance, Sony is able to retain a healthy £2,700 per employee, compared with only £237 for Plessey.

"You can do a lot of research, development and marketing with £2,700 per employee," Dr Jones comments. The need is to feed enough money back into the company to cover the depreciation—not as the British practice, to expropriate it.

Thus the main message from Dr Jones's analysis is, first, that British companies in general do not know exactly how much wealth they are creating (that is, how much value they are adding).

Secondly, when the figure is known, it is much lower per employee than in Japanese industry.

Thirdly, an analysis of this added value shows, among other things, that wages, salaries, welfare and pensions take up a higher proportion than in Japan; and the amount retained in the company for investment in new plant and machinery is much less.

Dr Jones has no hesitation in associating these points directly with the relatively poor productivity of the United Kingdom industry—in all sectors, not just the electronic examples quoted here.

Not only is the absolute figure for value added per employee too low, he argues; the proportion of it that goes on wages, salaries, welfare and pensions is too high and the proportion retained for investment is too low.

He summarises the situation as follows. In Japan, about 50 per cent of added value is available for wages and salaries, and the other 50 per cent is retained by the company for servicing capital and reinvestment.

In Britain, about 70 per cent goes on wages and salaries and only 30 per cent is retained by the company.

On the basis of more limited information, it appears that the corresponding figures for West Germany would be 60 per cent and 40 per cent; and for the United States 45 per cent and 55 per cent.

Another element which emerges from the company figures is a significant difference in vertical integration—the degree to which a company chooses to make things itself rather than buy them in, from outside.

Compared with British industry, companies in Japan (as in Germany) tend to be vertically integrated. Dr Jones contends that this gives them more flexibility to respond to market changes, and in particular to weather a recession; and the opportunity to make better use of their money.

Vertical integration can be expressed as the added value as a percentage of sales. Examples include 61.9 per cent for Plessey, 47.9 per cent for GEC, 32 per cent for Hitachi and 25.6 per cent for Sony.

In a separate exercise, Dr Jones has assembled figures from about 100 British companies to show the proportion of the wealth created which is taken in taxation by the government.

He includes taxes paid both by employer and employee since, he argues, they all have to come out of the value which is added by industry.

Not only has this proportion increased steadily over the years, but Dr Jones claims that manufacturing industry is shouldering an excessive share (compared with "commerce" which is not deductible in the published national statistics).

On this, the fundamental vicious circle which has bedevilled all previous efforts to get each of the EEC countries pragmatic role into a major element in European integration, is likely to put its practical achievements at risk. Countries which are not members of the EEC would be prevented with a choice of being effective, or being non-effective, members of a unit which claimed power over all major economic policy decisions, or dropping out, and it is fairly clear what they would do. Reading Sir Tindemans's report, it is hard to feel that the measures he supports would really advance Europe on the lengthy road to a united economy.

David Elia

## A limited future for Europe's 'snake'

Few things have been as harmful to the credibility of the European Community's efforts to turn itself into a genuinely united body than the disasters which have overcome its efforts to establish economic and monetary union.

As Mr Leo Tindemans, in his report to the European ministers, makes clear, there is now no consensus either on the political basis for such a union or on the technical means which ought to be adopted.

Others, such as Mr Robert Marjolin, former vice-president of the Brussels Commission, have been even harsher; in recent study he concluded that the members of the nine are now further away from such an economic union than they were 25 years ago, before the Treaty of Rome had been conceived.

Yet in spite of these setbacks, and in spite of a call for new discussions starting from scratch, Mr Tindemans ends up coming down firmly in favour of the view that the "snake" is not the official orthodoxy and it is one which Mr Tindemans repeats.

Instead of the present system where the only requirements are

that the foreign exchange markets intervention policy should be consistent with not allowing any "snake" currency to move out of line too far from any of the other members of the snake, he calls for much more rigorous supervision of the behaviour of snake countries.

It is just this step which each of the community countries are unwilling to take. It is, for example, because both the United Kingdom and Italy have felt that they are not able to reconcile their domestic needs with those of the snake, that it is necessary for the Tindemans report to accept that it is unrealistic to expect them to go along at the same pace as everyone else.

However, the idea that the snake should be formed, loosely at first but with ever increasing firmness, still remains the official orthodoxy and it is one which Mr Tindemans repeats.

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## Business Diary: T & N swops cogs • The City and Sir Reg

There are to be not one but two handovers by Sir Ralph Barendse this year, it was learnt yesterday.

Sir Ralph, who is 66, will be handing over his CBI presidency to Lord Watkinson on completion of his two-year term in May.

In July, however, Sir Ralph will be bowing out from the chairmanship of Turner & Newall, the asbestos and motor components group that he has joined as a management director in 1973.

His successor, in contrast, is to be his deputy chairman Patrick Griffith, who in terms of the Manchester-based group's history is a newcomer.

Griffith is 50 and came to T & N in 1956, the year before Sir Ralph became chairman. When the group acquired his former family firm, the Slough-based Engineering Components, makers of auto gaskets and filters.

Griffith's slot as deputy chairman is to be filled by Steve Tibbs, who with Wilfrid Newton has been one of T & N's two managing directors. Jack Shepherd, formerly deputy managing director, will move up to Arthur Newton.

T & N's chairman-to-be holds a CBI office, but is active in the Society of Motor Manufacturers and Traders. He's on the executive, general purpose committee and is chairman of the accessory and components section.

He does not drive in this way any more, although Perodo, a T & N subsidiary, each year awards a trophy to the firm thought to have contributed most to the motor industry. It was awarded last month to Automotive Products.

Sir Ralph, although no racing driver, has of course had to do some tight cornering himself over the past two years with a number of crashing gear changes at the CBI. He's letting it be known at the moment that come July he'd like to catch his breath before committing himself to any new public duties.

## Blitz '76

As members of the Greater London Council prepare to endorse the proposals of Sir Reg Goodwin, the GLC Labour leader, to stem the outflow of jobs and people from the metropolis, they might like to consider a few of the problems.

To start with, there is little chance of any industrial revival so long as the government continues to restrict office development permits and industrial development certificates.



Labour's Crosland and Sir Reg: one says stop and the other says go.

David Hall, director of the Town and Country Planning Association, pointed out in a letter in *The Times* yesterday that such towns have absorbed only about 15 per cent of the emigrants. Furthermore, the Location of Offices Bureau, a statutory body, is as busy as ever urging firms to move—not just to the new towns but to anywhere, so long as it is outside Central London.

Horace Cutler, the Tories' leader at County Hall, got into the act yesterday by making the point about persuading the Government to change its mind on TDC's. He also suggested that, for a start, the GLC should get on with redeveloping the docklands, the one area where Crosland might be expected to show some sympathy. But the problem here is, where is the

money to come from? Ironically the one place where Sir Reg can expect to find warm support is the City of London, whose corporation is resisting a takeover bid by the Labour-controlled GLC. It would be ironic if Sir Reg were to find himself in cahoots with the bankers and property developers who are only too keen to see all those empty offices filled and the bulldozers at work on those blighted sites which at the moment they can't afford to do anything with.

Until all this is sorted out, where are London's extra people to find work?

been posted at 12.18 pm the previous day in Tokyo. It landed at about 4.45 pm yesterday afternoon, the desk of a chap who had complained that it took seven days for a letter he sent from the same desk to reach Albemarle Street, a couple of miles away.

## Empire building

Following the surprise collapse of Wheeler's Restaurants bid for Premier's, the Caprice is to change hands for the second time in a year.

Heritage Inns, which bought the Caprice after it was closed down by the Epicure group, is selling the restaurant located in Arlington House, Piccadilly, to Alan Da Costa's Empire Catering.

Da Costa plans to close down the Caprice on completion at the end of January, and to reopen at the beginning of April after a remodelling estimated to cost as much again as the undisclosed purchase price.

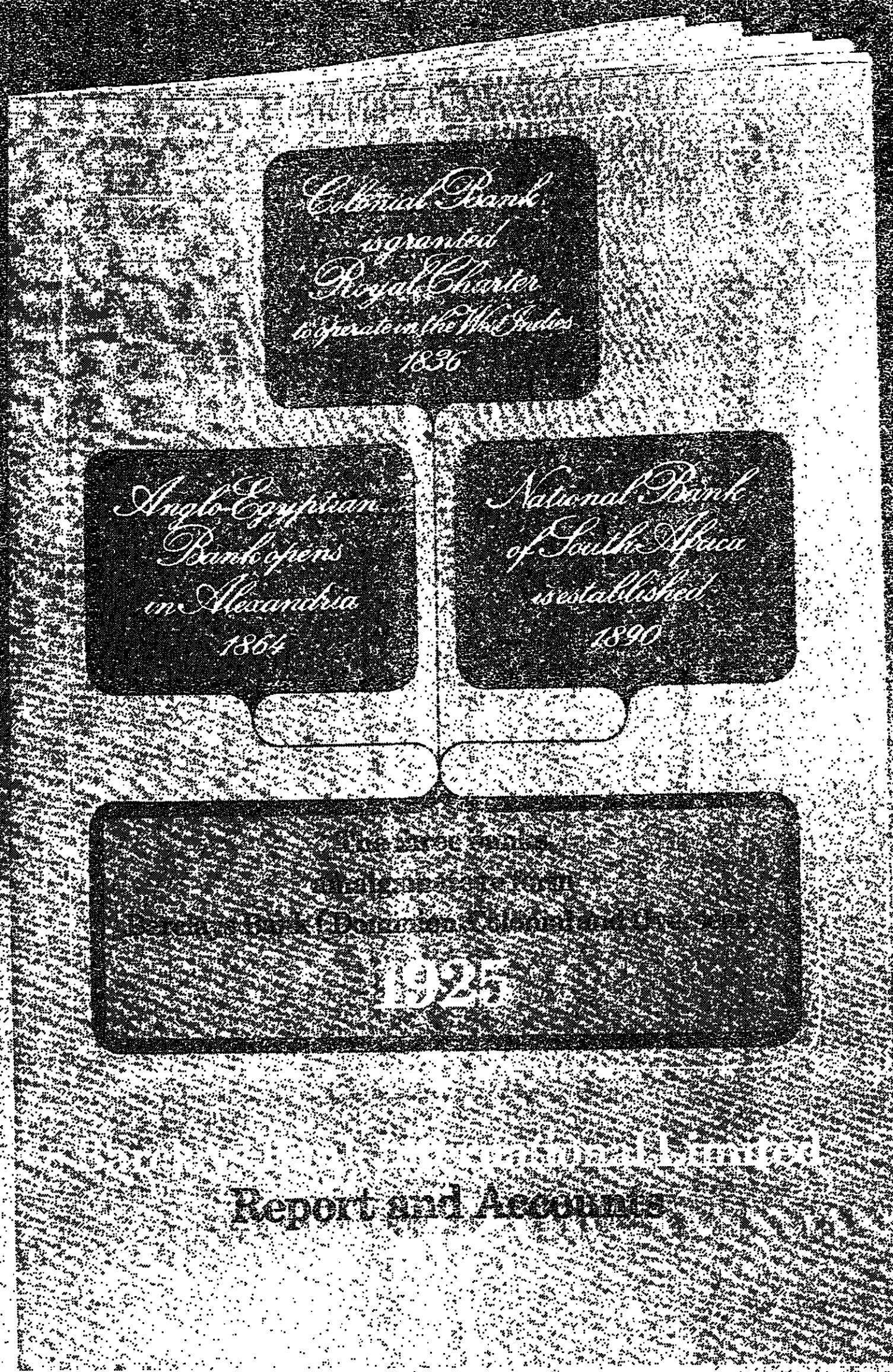
He said last night that he will call the restaurant Richoux at the Caprice. He already has three Richoux restaurants, one in Brompton Road, opposite Harrods, one on South Audley Street (drawing on Bond Street shops and a third in Gower Street).

## New business almost doubled in four years

	New Sums Assured £ millions	New Annual Premiums £ millions
1972	518	7.5
1973	712	9.4
1974	806	12.0
1975	999	16.4

EQUITY &amp; LAW LIFE ASSURANCE SOCIETY LIMITED





"The Annual General Meeting at which this report and accounts will be presented will be the fiftieth such occasion in the life of this bank...I am sure that we all face the opportunity and challenge which lie before us with the same confidence that our founder showed fifty years ago."


These references to the golden jubilee of the bank are quoted from the statement by the Chairman, Mr Anthony Favill Tuke, for the year ended 30th September 1975. Copies of the full statement and report of the directors can be obtained by application to the Secretary, Barclays Bank International Limited, 54 Lombard Street, London EC3P 3AH.

Please send me a copy of your report and accounts for the year ended 30th September 1975.

Name (with title) \_\_\_\_\_

Address \_\_\_\_\_

Post Code \_\_\_\_\_



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## FINANCIAL NEWS AND MARKET REPORTS

Buoyant Stead & Simpson plan  
to lean less on Chrysler UK

In a turnover of 225 per cent, Stead & Simpson rose 7.5 per cent to £770,000 in the six months to September 30. These figures are after interest charges of £6,000, compared with a credit of £44,000. The dividend rises from 0.74p gross to 0.77p.

Mr. E. Gee, chairman, says that the subsidiaries include a new dealership for Chrysler UK. So the board is trying to poleminate motor trading activities elsewhere.

A breakdown shows that motor car footwear, retailing at up to £25 per pair to £5.15m, trading profits of 11.5 per cent to £636,000. Motor trading owed a turnover of £2.6m in 1975, a 38.7 per cent increase and trading profits of £140,000, a 37 per cent rise.

The third quarter shows an increase of 15 per cent in turnover from the footwear companies, and 14 per cent from motor units.

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## Stock markets

## Gilts dominate as equities start to falter

With the growing belief that there may be a quarter-point cut in the Minimum Lending Rate today, gilt-edged stocks again held the stage on the London stock market. The view is by no means unanimous but was given added substance by a prime rate cut by Chase Manhattan.

By comparison, equities were rather disappointing with more than 600 fewer bargains recorded, but any slackness among the industrial leaders was partially offset by more interest in second-line stocks than of late.

The FT index reached its "high" for the day of 393.1 at noon, though by the close it had eased back to 390.5, a net gain of 0.7 on the day.

Some of the best gains in equities were scored by second-line electrical and textile stocks which were in demand on a selective basis.

Outstanding were Ladies Pride, up 8p to 49p, J. Haggas 5p to 25p, Low & Bonar 5p to 15p, Comet Radio (where there was an annual meeting)

down by the Inland Revenue for investment trust status as a result of back-to-back loans. The company will not be liable to extra tax because it made no overall capital gains in 1974; investment trust status allows these gains to be taxed at a rate lower than corporation tax.

But shareholders who have made a gain during that year may well lose the tax credit element enjoyed by investment trust investors, which effectively reduces their tax liability.

Discussions are going on between the trust and the tax inspectors, and the company states that it "has every reason to believe that approval will be given for the year 1975". Mr. M. A. R. Herries is chairman.

Jardine Japan, whose £15.5m portfolio has a high degree of liquidity, has a larger share of interest income in its 1974 profits than that laid

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Oil was a dull market, though Burnish lost 15p to 29p, while gold shares had a nervous day with sizable losses behind lower metal "fixing". Here Western Holdings £34 and West Holdings £23.50 both lost £1 while Vaal Reefs closed 75p lower at £19.50.

In engineering, Hawker Siddeley were boosted 5p to 370p by winning a big missile contract and elsewhere on the pitch Vickers were wanted at 150p, better by 2p.

News of big losses by travel owners last year clipped 2p to 26p from Associated Fisheries, Danish Bacon soared 7p to 160p on reports of the best profits for pig producers for 25 years and Rank "A" went 3p further ahead to 165p on Wall Street influences.

Statements had Berwick Timpo 1p firmer to 47p on record Christmas sales, and Rolls Royce Motors 3p to the good at 71p after encouraging remarks. Profits from Alliance Alders added 11p to 36p. ERF lost 5p to 29p after a loss and Clive Discount 3p to 70p.

Demand in a thin market had Blackwood Hodge up 10p to 148p and Algonite Industries 18p, better by 8p. UU Textiles stayed at 31p after additional remarks by the auditors.

Caution by the chairman of JH Fenner clipped 5p to 127p, while slight disappointment

with the Allied Breweries return eased the price 1p to 70p. Once again, the gilt-edged market was very busy. Profit-taking emerged at times during the day, but it was not enough to check the advance in prices.

"Shorts" despite some movement during the day, were eventually only slightly up. The former "am" stock, Treasury 104 per cent 1975, was 4 per cent higher, while rises in most other stocks were restricted to only 1/16 or 1/4 point.

"Longs" showed good rises, ranging up to 1/4 point in Treasury 134 per cent 1997. Other high-coupon "longs" were about 1 point higher, while "mediums" gained 1/4 point.

Equity turnover on January 7 was £105.66m (21,414 bargains). According to Exchange Tele-

graph, active stocks yesterday were 101. Lampa Securities, Burnish Oil, Ladbroke, English

Mr. Peter Shore's help to exporters through the ECCO has drawn attention to Dairy International and Simon Engineering, but process plant-makers such as Capper-Neill (51p), and Head Wrightson (44p) also benefit. Both offer reasonable yields, Head as much as 9.3 per cent.

China Clay, IC Holdings, Samuel Properties, Lloyds Bank, Barclays Bank, BP, Rank "A", Courtauld, Plessey ordinary and new, Blackwood Hodge, Akroyd & Smithers, Howden Group, Brooke Bond, Consolidated Gold and Land Securities.

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Oil was a dull market, though Burnish lost 15p to 29p, while gold shares had a nervous day with sizable losses behind lower metal "fixing". Here Western Holdings £34 and West Holdings £23.50 both lost £1 while Vaal Reefs closed 75p lower at £19.50.

In engineering, Hawker Siddeley were boosted 5p to 370p by winning a big missile contract and elsewhere on the pitch Vickers were wanted at 150p, better by 2p.

News of big losses by travel owners last year clipped 2p to 26p from Associated Fisheries, Danish Bacon soared 7p to 160p on reports of the best profits for pig producers for 25 years and Rank "A" went 3p further ahead to 165p on Wall Street influences.

Statements had Berwick Timpo 1p firmer to 47p on record Christmas sales, and Rolls Royce Motors 3p to the good at 71p after encouraging remarks. Profits from Alliance Alders added 11p to 36p. ERF lost 5p to 29p after a loss and Clive Discount 3p to 70p.

Demand in a thin market had Blackwood Hodge up 10p to 148p and Algonite Industries 18p, better by 8p. UU Textiles stayed at 31p after additional remarks by the auditors.

Caution by the chairman of JH Fenner clipped 5p to 127p, while slight disappointment

with the Allied Breweries return eased the price 1p to 70p. Once again, the gilt-edged market was very busy. Profit-taking emerged at times during the day, but it was not enough to check the advance in prices.

"Shorts" despite some movement during the day, were eventually only slightly up. The former "am" stock, Treasury 104 per cent 1975, was 4 per cent higher, while rises in most other stocks were restricted to only 1/16 or 1/4 point.

"Longs" showed good rises, ranging up to 1/4 point in Treasury 134 per cent 1997. Other high-coupon "longs" were about 1 point higher, while "mediums" gained 1/4 point.

Equity turnover on January 7 was £105.66m (21,414 bargains). According to Exchange Tele-

graph, active stocks yesterday were 101. Lampa Securities, Burnish Oil, Ladbroke, English

Mr. Peter Shore's help to exporters through the ECCO has drawn attention to Dairy International and Simon Engineering, but process plant-makers such as Capper-Neill (51p), and Head Wrightson (44p) also benefit. Both offer reasonable yields, Head as much as 9.3 per cent.







**Bovis**  
Bovis Construction Limited

**Phone: 01-422 3488**

**DRIVERS**  
**JONAS**

# Prices edge ahead

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## COUNTRY PROPERTIES

NORTH EAST  
ESSEX

Main Line station 14 miles. London 60 minutes.

AN ATTRACTIVE RESIDENTIAL  
AND INVESTMENT ESTATE  
ABOUT 844 ACRES

Fine "listed" Georgian House, completely renovated with magnificent gardens, 4 Reception Rooms, 7 Bedrooms, 4 Bathrooms. Heated Swimming Pool, Tennis Court. Excellent Garage, Staff Flat.

## WITH VACANT POSSESSION

together with

Three Small Farms, well equipped,

let and producing £11,415 per annum.

The estate includes extensive

Gravel Deposits

FOR SALE BY PRIVATE TREATY

AS A WHOLE OR DIVIDED

Joint Agents:

FENN WRIGHT GARROD TURNER

145 High Street, Colchester (CO2 6EL) and

STROUT &amp; PARKER, COVALL HALL

Chelmsford (CM2 5ST). Ref: 2/CD/1460

## NORFOLK/SUFFOLK BORDERS

2000 ft. in residential street of period character. Well modernized

large detached 3 bed. house. 2100 ft. 2100 ft. 2100 ft.

ISOLATED COUNTRY COTTAGE in an acre, 2 rec., 3/4 beds,

bath, etc. Ref: 2/CD 2100.

WELL MODERNIZED PRETTY VILLAGE COTTAGE, full of beams,

2 bedrooms, garden, etc. Ref: 2/CD 2100.

RECENTLY RESTORED COTTAGES. One in village at £2,150, one

in small town at £2,150. Ref: 2/CD 2100.

FARMHOUSE PROPERTY in small village, exposed beams, good

accommodation. Ref: 2/CD 2100.

DETACHED COTTAGE in large garden, 3 bedrooms, bath, etc.

Ref: 2/CD 2100.

TWO TOWN COTTAGES in quiet close. One let, one vacant with

garden. Ref: 2/CD 2100.

SUFFOLK VILLAGE (with boys' prep. school). Period cottage for

rent. Ref: 2/CD 2100.

ON EDGE OF QUIET VILLAGE. Well restored period cottage, beams,

garden, etc. Ref: 2/CD 2100.

A SELECTION OF LARGER HOUSES AND FARMHOUSES, SOME

WITH LAND.

THOS. WM. GAZE &amp; SON

Ryton Road, Diss (WM 221), Norfolk.

## LONDON FLATS

HAMILTON TERRACE,  
NW8

Offers invited for quick sale,

2100 ft. 2100 ft. 2100 ft.

bathrooms, large spacious

kitchen, in newly converted

house. One with private

roof terrace.

Long lease.

Phone Trollope &amp; Co.,

01-689 5102.

THE PARAGON,  
BLACKHEATH

Spectacular two-room flat (plus

bath, etc.) in this famous

London address. Fully fitted

kitchen, bathroom, etc. Ref: 2/CD 2100.

C.H. Fully double glazed.

Ref: 2/CD 2100.

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## MAIDA VALE

Charming luxury house

house, comprising 5 bedrooms,

living room, fitted kitchen,

bathroom, etc. Ref: 2/CD 2100.

C.H. Fully double glazed.

Ref: 2/CD 2100.

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New Luxury Flats and

Penthouses

Offered at its most exclusive

STACK HOUSE, OXNED

Station 5 minutes (London 35

minutes) in a new building

with 5 flats, each with 2

bedrooms, bathroom, etc.

Ref: 2/CD 2100.

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## PROPERTY TO LET

ASHER, near Dartford. Secluded

and beautiful house, 2100 ft.

2100 ft. 2100 ft. 2100 ft.

bathrooms, large spacious

kitchen, in newly converted

house. One with private

roof terrace.

Long lease.

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01-689 5102.

## PROPERTY WANTED

AUTHOR searches for houses to

rent. Ref: 2/CD 2100.

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## FARMS &amp; SMALL HOLDINGS

SMALLHOLDING in delightful Mid-

lands, 2100 ft. 2100 ft. 2100 ft.

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kitchen, in newly converted

house. One with private

roof terrace.

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01-689 5102.

## BUILDING SITES

LEVEL Building Sites in unspoilt

North Devon. Ref: 2/CD 2100.

01-286 9120

## PROPERTY ABROAD

SWITZERLAND—Choice of quality

properties. Ref: 2/CD 2100.

01-286 9120

## DOMESTIC SITUATIONS

CHAUFFEUR, experienced. Cer-

tain, 2100 ft. 2100 ft. 2100 ft.

bathrooms, large spacious

kitchen, in newly converted

house. One with private

roof terrace.

Long lease.

Phone Trollope &amp; Co.,

01-689 5102.

## COUPLE WANTED

COUPLE WANTED to live in

luxurious London house. Ref: 2/CD 2100.

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## LONDON FLATS

Larger than average flat in

prime location. Ref: 2/CD 2100.

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## FULHAM SW6

Larger than average flat in

prime location. Ref: 2/CD 2100.

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BARNES—Good opportunity

to buy a new house. Ref: 2/CD 2100.

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In prime location. Ref: 2/CD 2100.

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## REQUIRED

ALL PAIRS and living spaces

in prime location. Ref: 2/CD 2100.

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## DIVIDEND NOTES

SOLVAY &amp; CO. S.A. has

dividend notes. Ref: 2/CD 2100.

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## MANAGEMENT IN FRANCE

French Company based in Paris

with English Chairman and

Managing Director. Ref: 2/CD 2100.

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## Business to Business

READERS are recommended to take appropriate professional advice before entering obligations.

## BUSINESSES FOR SALE

OFFERS ARE INVITED  
TO PURCHASE AS A  
GOING CONCERN  
CONTAINER TERMINAL  
IN HONG KONG

Located at Kwai Chung Lot No. 2, Tsuen Wan, with an area of 25 acres held on a tenancy expiring in 1997 and an additional yard of 10 acres held under short term tenancy from Hong Kong Government.

The terminal is operational, fully equipped and has long term users.

Offer closing time:

Offers invited by:

Noon—15th January, 1976

G. Ian McCabe/H. K. Poon

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(In Receivership)

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Brochure obtainable from:

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15th Floor,

Prince's Building,

Hong Kong

Deloitte &amp; Co.

128 Queen Victoria Street,

London, E.C.4.

FURTHER PARTICULARS CAN BE OBTAINED FROM THE JOINT RECEIVERS AND MANAGERS.

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We are a FRENCH PUBLIC COMPANY  
The recognized WORLD WIDE LEADERS in a  
very specialised branch of the clothing industry,  
whose market is uncommonly stable  
throughout the world.We work on a proven FRANCHISING SYSTEM  
We have more than 200 shops in 17 different  
countries covering 5 continents.

We are interested in finding a "BUSINESS PARTNER"

in Great Britain,

in order to DEVELOP TOGETHER

our existing chain of shops currently

functioning in the UNITED KINGDOM.

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Box No 2212 S, The Times.

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6 YEAR DEVELOPMENT PLAN

Engineering consultants in

Saudi Arabia are now available

to serve industrial firms

specialising in the following

fields: Oil and gas, mining,

industrialization, desert

development; construction

of roads, bridges, ports,

airports, etc. Ref: 2/CD 2100.

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## CARAVAN &amp; CAMPING

RETAIL SALE

SOUTH EAST

7/0 1976 to 3/3

Audited Accounts

Building 31 &amp; F.

Possible Mortgage

£20,000. Ref: 2/CD 2100.

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## AGENTS REQUIRED

AGENTS REQUIRED for Scientific

Instruments. Ref: 2/CD 2100.

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## BUSINESS SERVICES

WANTED

Quality Products to Sell in

the U.S.A.

We specialize in the promotion

of quality products in the U.S.A.

Ref: 2/CD 2100.

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## ROOFING, WATERPROOFING, etc.

AGENTS REQUIRED for Scientific

Instruments. Ref: 2/CD 2100.

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## RECYCLING

RECYCLING of waste materials

in prime location. Ref: 2/CD 2100.

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## BUSINESS TRAVEL

BUSINESS TRAVEL. Contact the

experts. Ref: 2/CD 2100.

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## BUSINESSES FOR SALE

2-ACRE OLIVE GROVE with 100

trees, including 100 olive trees

and 100 olive trees. Ref: 2/CD 2100.

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## MANAGEMENT IN FRANCE

French Company based in Paris

with English Chairman and

Managing Director. Ref: 2/CD 2100.

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## OFFICE EQUIPMENT

IBM EXECUTIVE and Standard type-

writers, typewriters, etc. Ref: 2/CD 2100.

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## LEGAL NOTICES

No. 004364 of 1975

In the High Court of Justice

Chancery Division. Ref: 2/CD 2100.

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No. 004364 of 1975



## SECRETARIAL

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Our Data Processing Manager requires a Secretary with excellent shorthand and typing, a good educational background, initiative and a sense of humour. The position offers full involvement in our international operations, based in pleasant modern offices in Cavendish Square.

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Also open Saturday  
mornings,  
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TO £3,500

A really top P.A. Sec. is needed by a busy, successful, well-known London businessman. The job involves a lot of travel and a high standard of work. Salary £3,500 p.a. plus expenses. Write to: Rickman, 110 Strand, W.C.2.

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Secretary/P.A. for Tate Gallery. The job involves a lot of travel and a high standard of work. Salary £3,500 p.a. plus expenses. Write to: Tate Gallery, 110 Strand, W.C.2.

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General Secretary of large S.V. based in London. The job involves a lot of travel and a high standard of work. Salary £2,850 p.a. plus expenses. Write to: S.V. 110 Strand, W.C.2.

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Spanish-speaking Secretary for a charming hotel in London. The job involves a lot of travel and a high standard of work. Salary £2,850 p.a. plus expenses. Write to: Hotel 110 Strand, W.C.2.

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hard working, energetic person

Unusual opportunity for a hard working, energetic person. The job involves a lot of travel and a high standard of work. Salary £2,850 p.a. plus expenses. Write to: Opportunity 110 Strand, W.C.2.

## BROADCASTING

Edward Heath plays Mozart, Joshua Rifkin plays Scott Joplin and Oscar Peterson also tickling the ivories is host to them both in the first of his piano parties (BBC2 9.0).

Entertainment billed as music, words and wit from a Liverpool pub is led by Henry Livings (BBC2 9.45). David Janssen as Harry O brings back The Detectives, to be followed in due course by Cannon and Ironside (BBC1 9.25). The Good Life comedy series is best watched nowadays not for its back-to-the-land principals but for the excellent performances of their neighbours in the persons of Penelope Keith and

—aul Eddington (BBC1 8.30).—L.B.

12.35 Weather  
—black and white.

Regional variations (BBC 1):  
12.45 pm, News, 1.00, Pebbles  
1.10, 1.15, 1.20, 1.25, 1.30, 1.35, 1.40, 1.45, 1.50, 1.55, 2.00, 2.05, 2.10, 2.15, 2.20, 2.25, 2.30, 2.35, 2.40, 2.45, 2.50, 2.55, 3.00, 3.05, 3.10, 3.15, 3.20, 3.25, 3.30, 3.35, 3.40, 3.45, 3.50, 3.55, 4.00, 4.05, 4.10, 4.15, 4.20, 4.25, 4.30, 4.35, 4.40, 4.45, 4.50, 4.55, 5.00, 5.05, 5.10, 5.15, 5.20, 5.25, 5.30, 5.35, 5.40, 5.45, 5.50, 5.55, 6.00, 6.05, 6.10, 6.15, 6.20, 6.25, 6.30, 6.35, 6.40, 6.45, 6.50, 6.55, 7.00, 7.05, 7.10, 7.15, 7.20, 7.25, 7.30, 7.35, 7.40, 7.45, 7.50, 7.55, 8.00, 8.05, 8.10, 8.15, 8.20, 8.25, 8.30, 8.35, 8.40, 8.45, 8.50, 8.55, 9.00, 9.05, 9.10, 9.15, 9.20, 9.25, 9.30, 9.35, 9.40, 9.45, 9.50, 9.55, 10.00, 10.05, 10.10, 10.15, 10.20, 10.25, 10.30, 10.35, 10.40, 10.45, 10.50, 10.55, 11.00, 11.05, 11.10, 11.15, 11.20, 11.25, 11.30, 11.35, 11.40, 11.45, 11.50, 11.55, 12.00, 12.05, 12.10, 12.15, 12.20, 12.25, 12.30, 12.35, 12.40, 12.45, 12.50, 12.55, 1.00, 1.05, 1.10, 1.15, 1.20, 1.25, 1.30, 1.35, 1.40, 1.45, 1.50, 1.55, 2.00, 2.05, 2.10, 2.15, 2.20, 2.25, 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